

Meat Packing Passes Three Billion Mark

Vol. 76

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THE

U. S. Department of Agriculture.

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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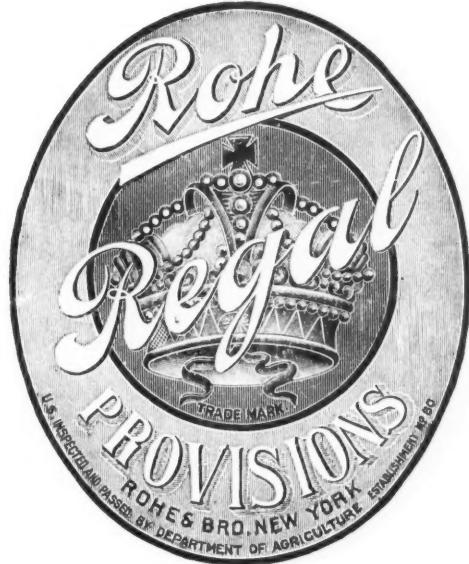
MARCH 12, 1927

If It's

*Rohe* "Regal"

The Quality Is Unexcelled

Sausage  
Hams  
Bacon  
and  
Lard



ROHE & BROTHER

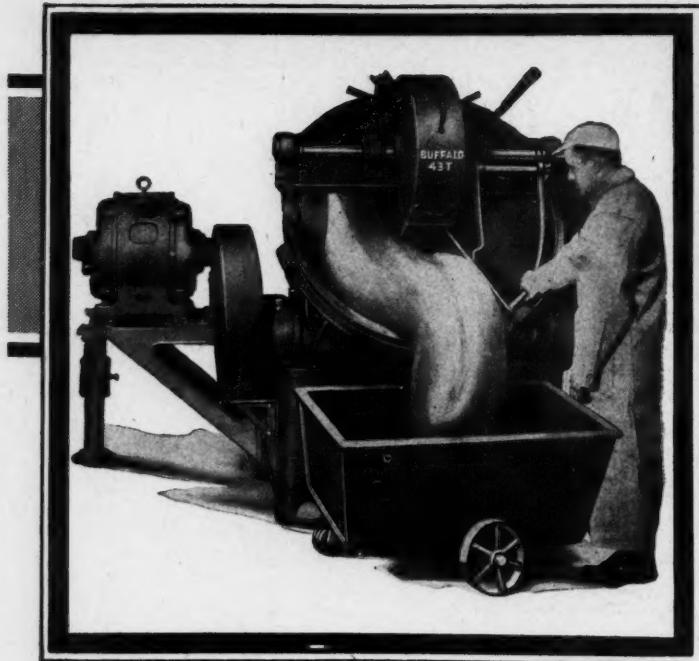
Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

Liver Sausage — How to Make a Good Seller Directions  
on page 30



## "BUFFALO" SELF EMPTYING *Silent* *cutter*

*Some of the people  
who are now using  
the wonderful new  
"BUFFALO"  
Self-Emptying  
Silent Cutter  
and praise its worth*

C. Finkbeiner,  
Little Rock, Ark.  
Armour and Company,  
Chicago, Ill.  
John Morrell and Co.,  
Ottumwa, Ia.  
Louis Rettberg,  
Baltimore, Md.  
J. A. Peters,  
Detroit, Mich.  
Geo. A. Hormel & Co.,  
Austin, Minn.  
Henry Muhs Co.,  
Passaic, N. J.  
S. R. Gerber,  
Buffalo, N. Y.  
Louis Meyer,  
Brooklyn, N. Y.  
Geo. Kern,  
New York, N. Y.  
Manhattan Provision Co.,  
New York, N. Y.  
Pavelka Bros.,  
Cleveland, Ohio  
New Zanesville Provision Co.,  
Zanesville, O.  
Schaffner Bros.,  
Erie, Pa.  
Gross Food Prod., Inc.,  
Milwaukee, Wis.  
The Layton Co.,  
Milwaukee, Wis.  
A. B. Wagner,  
Milwaukee, Wis.

*90% of the prominent  
sausage makers in the United  
States use "BUFFALO"  
Machines*

### *Two Expressions of Satisfaction Out of Many Received from Users of the "Buffalo" Self-Emptying Silent Cutter*

WE are entirely satisfied with the Self-Emptying Cutter which is all that you represent it to be. It runs smoothly, cuts and mixes the meat thoroughly and quickly without heating. It is easy and economical to operate and is in every respect a real machine, sturdy and well built. It exceeds our expectations in every way.

We assure you we shall be glad to recommend the machine to any one interested in such equipment.

John A. Peters, Detroit, Mich.

WE are very well pleased with this machine. It turns out a much better article in much less time than any machine we have ever used. The self-emptying feature eliminates entirely the handling of the meat and we can empty the bowl in a very few seconds. The government inspector in charge told me this morning that this machine is entirely satisfactory inasmuch as the meat is not touched by hand. We most heartily recommend this machine to critical sausage makers who are always endeavoring to put out a superior quality sausage.

Schaffner Bros. Co., Erie, Pa.

## JOHN E. SMITH'S SONS CO.

*Patentees and Manufacturers*

50 Broadway, Buffalo, N. Y., U. S. A.

# BUFFALO

SILENT  
CUTTERS  
GRINDERS  
MIXERS  
STUFFERS

*Backed by 57 years' experience building  
quality sausage making machines*

# Protecting the Quality of Beech-Nut Bacon



Automatic bacon slicing machine with Monel Metal aprons for holding and receiving bacon in sun-flooded plant of Beech-Nut Packing Co., Canajoharie, New York



Monel Metal equipment safeguards the wholesomeness of this famous product

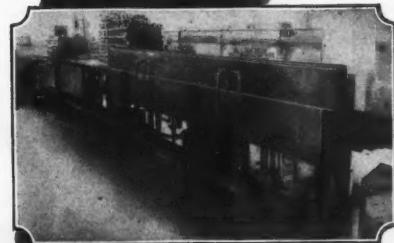
MOST bacon is just bacon, but Beech-Nut Bacon is so unusual that it is featured by restaurants and hotels the country over. With such a reputation at stake, the quality and flavor of Beech-Nut Bacon must be maintained.

Natural then, that the Beech-Nut Packing Co. should make liberal use of Monel Metal for parts of their equipment coming in contact with this toothsome

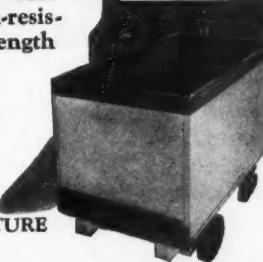
product. For Monel Metal will not contaminate the bacon. It has no coating to crack, chip or wear off. It is easily cleaned and kept clean.

Monel Metal's rare combination of properties—rust-immunity, corrosion-resistance and steel-like strength makes it superior for many different types of food-packing equipment. Why not let us tell you more about it?

ASK FOR "LIST B" OF MONEL METAL & NICKEL LITERATURE



Jar washing apparatus with Monel Metal housing for removing grease from the filled glass jars.



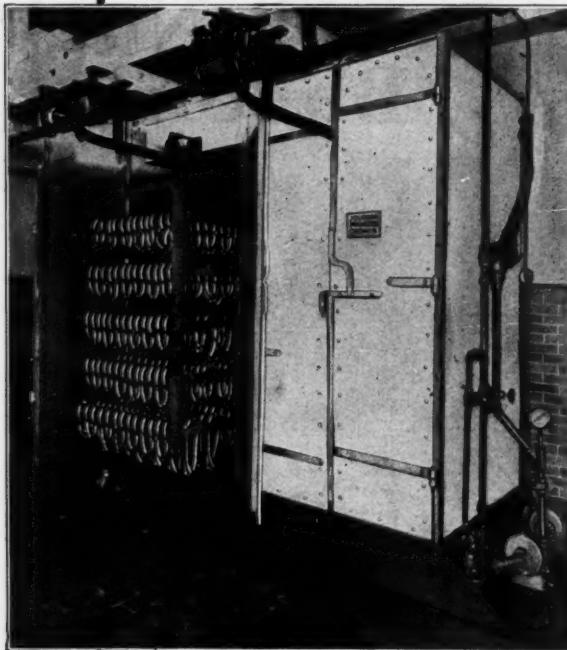
One of six Monel Metal lined meat trucks in the plant of Beech-Nut Packing Co.

THE INTERNATIONAL NICKEL COMPANY  
67 WALL STREET

Monel Metal is a technically controlled Nickel-Copper alloy of high nickel content. It is mined, smelted, refined, rolled and marketed solely by The International Nickel Company. The name "Monel Metal" is a registered trade mark.

# Monel metal

# Solving the Sausage Cooking Problem



## The Latest Development in Sausage Cooking

## The Jourdan Process Cooker

(Patent Pending)

**Not a Steam Box**      **Not a Spray**  
**But a Temperature Controlled**

## HOT WATER DOUCHE

## Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

**Write Today for Full Details**

**JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago**

# Tycos Temperature Instruments

Will help you in meat processing, canning, packing or in any of the numerous applications of heat in the food industry.

Long years of use in every industry have shown the economy of standardizing on these sturdy, reliable temperature instruments.

*We will send suitable catalogs upon request*

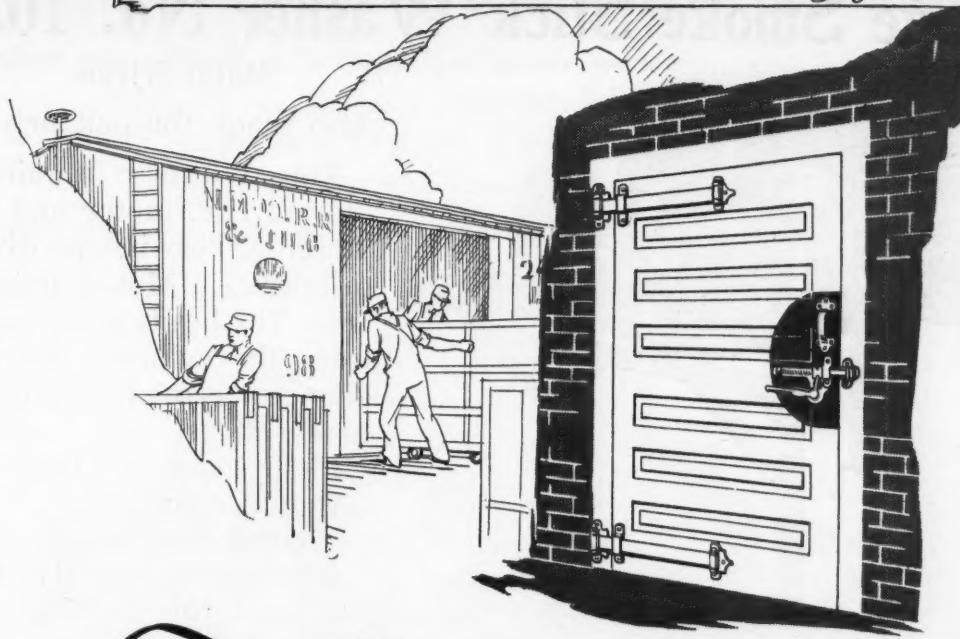
## *Taylor Instrument Companies*

**ROCHESTER, N. Y., U. S. A.**

**CANADIAN PLANT  
TYCOS BUILDING  
TORONTO**

MANUFACTURING DISTRIBUTORS  
IN GREAT BRITAIN  
SHORT & MASON, LTD., LONDON

## FACTS ABOUT COLD STORAGE DOORS ~ No. 3 of a Series



# The Doors you need ~ are ready to ship

GET your plant overhauled on time this year, by letting Jamison help you. No need to wait and wish for prompt deliveries of the cooler and freezer doors you require. No use risking being caught unprepared.

Order from Jamison, and you'll get your doors right on time. They'll leave our plant, not in a few days, a week, or a month—but immediately.

To meet the constantly growing demand for prompt shipments, we are carrying this year larger stocks of fully assembled doors than ever before.

Right now, our huge stock houses are full to the roof. We've planned ahead and operated our plant at full speed for months, to make up stock for the spring months, when plants everywhere are being overhauled. We are ready for any demands.

Check up your plant for needed replacements. Then wire or mail your door order to Jamison. You'll get your doors when you want them. Your plant will be ready on time.



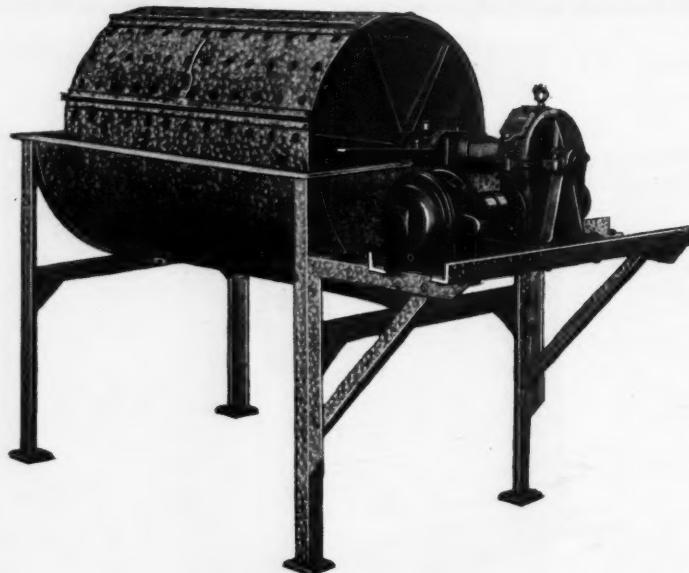
Send for new Jamison Catalog No. 13. Contains complete description of Cooler and Freezer Doors, Ice Chutes, and other cold room equipment. Also tables of "Standard Sizes".

# Jamison Doors

Jamison Cold Storage Door Co.

Hagerstown, Maryland, U. S. A.

# Sausage Smoke Stick Washer No. 103



Motor driven

Also made for belt drive.

This washer requires only  $\frac{3}{4}$  H.P. motor and is therefore very inexpensive to operate. Almost noiseless. The heads are of cast iron; the cylinder, 30" in diameter, is made in length to suit sticks.

Floor space, 4x7 feet.

Height, 4 feet.

Weight, 850 pounds.

Ham cloths can also be washed in this machine.

## B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

*Manufacturers of Equipment and Supplies for the Meat Industry*

## In Your Stuffers

you need

## H-S Superior Stuffer Pistons

because they eliminate leaks and other common stuffer troubles.

In successful operation at more than 50 of the leading plants of the country that, like Otto Stahl, have placed repeat orders.

We can make the H-S Stuffer Piston to fit your present stuffer. All that you have to do is give us the exact diameter, name of maker, and capacity of stuffer. If you are in the market for a new stuffer, insist that it be equipped with the H-S Superior Stuffer Piston.

*Write now for prices*

## Van Hooydonk & Schrauder

P. O. Box 67, Monroe, Mich.

Jan. 15th, 1927  
Van Hooydonk & Schrauder,  
P. O. Box 67,  
Monroe, Mich.

Gentlemen:

Replying to yours of the 8th inst., enclosed herewith please find our order No. 254 for five (5) of your superior stuffer pistons.

Please give this your prompt attention.

Yours very truly,  
OTTO STAHL, INC.  
By O. Weber, Secy.



## “BOSS” Jumbo—World’s Only 500 lb. Cutter

One man, with it, does faster and better work than 2 or 3 men with others

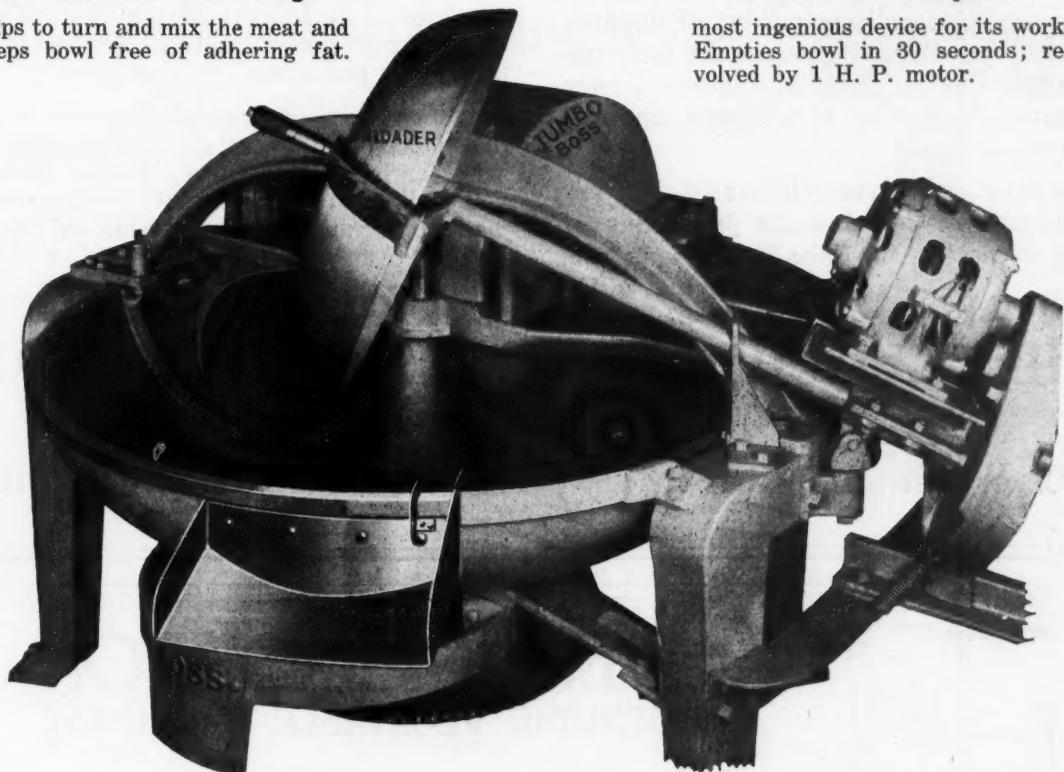
Bowl, 56 in., Capacity, 500 lbs., Power, 50 H. P., 9 Knives

“BOSS” 43 in. bowl, Capacity, 250 lbs., Power, 25 H. P., 6 or 7 Knives

These Great Time Savers Please Owners, Operators and Inspectors

### Bowl Shaver with Wings

helps to turn and mix the meat and keeps bowl free of adhering fat.

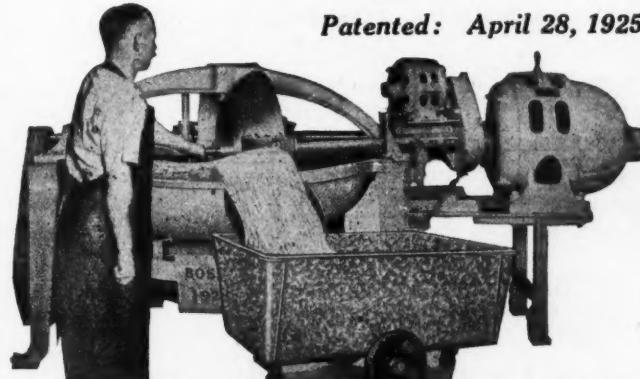


### Unloader is Simplest

most ingenious device for its work. Empties bowl in 30 seconds; revolved by 1 H. P. motor.

**NOTE** { High Center Bowl provides more cutting surface for knives  
Bowl Shaft of Jumbo, extending into top brace, keeps large bowl in rigid alignment  
Bowls, being a true circle, permit complete discharge of meat

Patented: April 28, 1925; May 4, 1926



NOTE: The clean, instantaneous discharge of the meat from the level bowl into trucks of regular depth.

Quickly, simply and easily done by holding Unloader into Cutter Bowl with one hand.

Time saved in comparison with complicated, power bowl tilting and leveling Cutters, soon pays for the Up-to-Date “BOSS.”

**THE CINCINNATI BUTCHERS’ SUPPLY CO.**

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
“BOSS” Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

# You Can Ship Sausage without Ice

New method of shipping perishable products cuts loss — widens sales territory

Though Balsa Boxes have been used for some time by a large number of shippers, their peculiar advantages are comparatively new to those who desire a more satisfactory way of shipping sausages without ice.

All that is required to insure safe delivery with these containers is pre-cooling of your meats. The Balsa Box is made from

wood possessing remarkable insulating properties. It is light, strong, nature's own "vacuum bottle," and each box can be used again and again.

Shipping losses through spoilage are reduced, ice-packing costs are eliminated, sales territory is extended. Let us give you full particulars about containers made to fit your individual needs. Write to address below.

## THE FLEISCHMANN TRANSPORTATION CO. BALSA BOX DEPARTMENT

691 Washington Street

New York City



Not "How Much"  
But "How Good"

West Carrollton Genuine Vegetable Parchment wrappers are accepted for their high standard of quality by discriminating packers who believe "the best is the cheapest."

## WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

is used by T. M. Sinclair & Co., Ltd. exclusively to protect and deliver their products to the consumer in the most sanitary and appetizing manner possible. Odorless, tasteless, moisture, grease and dirt-proof, West Carrollton Genuine Vegetable Parchment insures complete protection to meat and other food products. Such protection adds much to the saleability of choice products and little to their cost.

*Send samples of your present wrappers for quotation*

The West Carrollton Parchment Co.  
West Carrollton, Ohio

Fairbanks Mois-  
ture-Proof Port-  
able Dial Scale

Now—  
 a moisture-proof  
 dial scale



— the scale for your kind of service

This scale speeds up your weighing—but equally important—retains its accuracy under damp, unfavorable conditions.

Every part of the scale is effectively protected from moisture. The sensitive dial mechanism is tightly sealed to exclude dampness. The finely built weighing mechanism is made of specially treated, non-corrosive materials that resist the harmful effects of

excessively damp air, steam and water.

Large figures and graduations on the dial make readings easy and fast. The high degree of sensitiveness insures accurate weighing of all loads up to full capacity. Built in dial capacities 200 to 1,000 pounds.

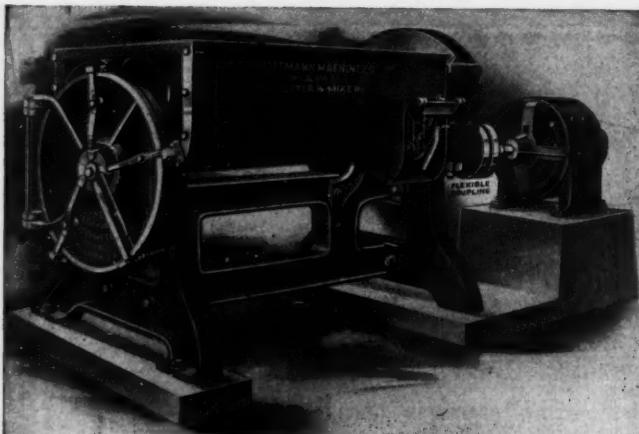
Other Fairbanks Scales for all general and practically all special weighing requirements.

# Fairbanks Scales

Preferred the  World Over

New York  
 Broome and Lafayette Sts.

Chicago  
 900 S. Wabash Avenue



## IN THIS WORLD

# The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

**The Hottmann Machine Company**  
3325-43 Allen St. PHILADELPHIA, PA.

The Man Who  
Knew.The Man You  
Knew.

## The Secret of Sausage Success is a Perfect Cure

Our H. J. MAYER Special NEVERFAIL Curing Compound is a formula for curing sausage materials, hams and bacon which will enable you to place your goods on the market in a very short time.

It prevents your sausage from turning green; protects your product not used at curing age, and helps to keep meat from getting "short."

We make *Practical Demonstrations* with our own goods and help our customers remedy their troubles.

Your success is our aim.

## H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

*Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings*

CHICAGO, ILL.

All our Products are guaranteed to comply with the B. A. I. regulations

Trade Mark

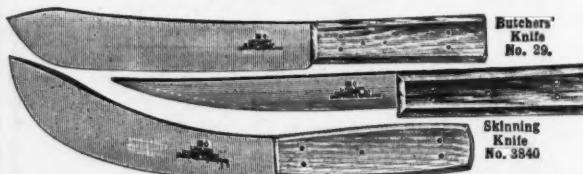
—  
1750

The Best Then

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

## JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 177 years and the demand is greater than ever.



Established

1750

—

1927

The Best Now

Works: Sycamore Street, SHEFFIELD, England. Agents: H. BOKER & Co., Inc., Duane Street, NEW YORK. May be obtained from all Storekeepers.

## The Enterprise No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Three plates furnished with each machine, one fine, one medium and one coarse. Also three knives.

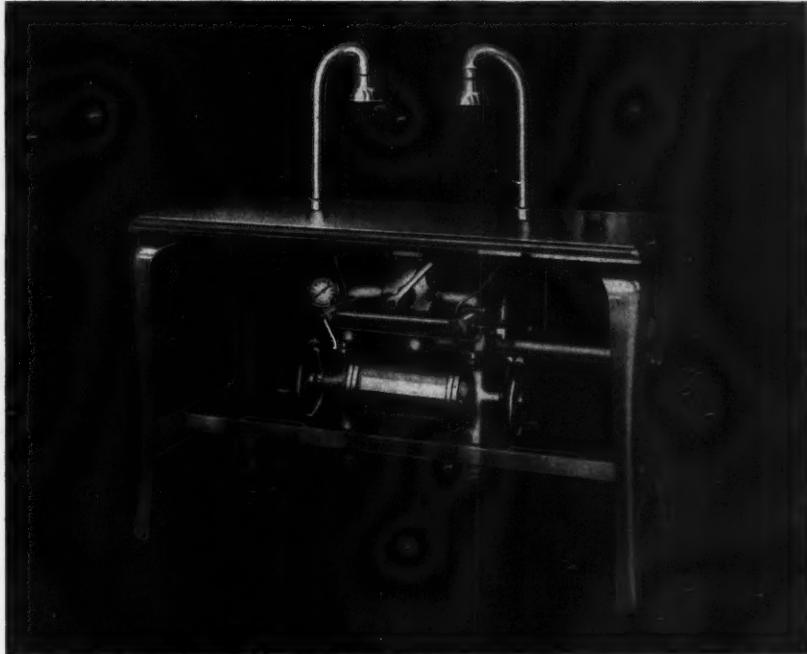
No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.

**THE ENTERPRISE MFG. CO., OF PA.,  
Philadelphia, U. S. A.**





# FIXED DENSITY

Without Continual Adjustment

The amount of air introduced into lard or compound while it is being kneaded in the picker trough cannot be definitely controlled. Consequently the density of the lard or compound coming to the filling equipment varies greatly. The presence of an agitator will, of course, regulate to a certain degree the varying density, but not sufficiently.

Volume fillers and all other types of filling and weighing equipment have to be continually adjusted to meet this varying density. Even though a careful watch is kept there is seldom an accurately weighed volume delivered into the containers.

The Lamb machine takes care of this condition automatically. Regardless of the varying density of the lard as it comes to the filling machine, this variable density will be fixed and an accurately weighed volume will be delivered into the containers.

The Lamb system of fixing density is accomplished under basic patents, not obtainable in any other equipment.

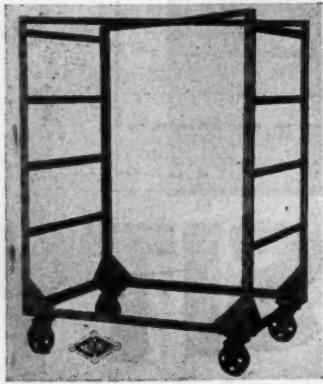
# ACCURATE WEIGHTS

**Lamb** CORPORATION  
PRECISION WEIGHING AND FILLING MACHINES  
Seattle, Wash.



*Ask your Supply House for details or write us direct*

**Bausman Manufacturing Co., Millersville, Pa.**



SAUSAGE OR BOLOGNA TRUCK NO. 31

Made of angle steel frame throughout; finished black or galvanized.

Length 45" Width 30" Height 68" Weight 150 lbs.

**MARKET FORGE CO.**

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

## The New Improved Bausman Hog Scalder

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

## Chill Hogs the Modern Way

QUICKLY—To secure rapid turnover

THOROUGHLY—To avoid souring troubles

PROPERLY—To avoid frost in the meat

ECONOMICALLY—To save 25% refrigeration

### BLOOM'S SYSTEMS OF BRINE SPRAY REFRIGERATION

Unequalled for Quick Chill  
Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration  
Hilger No-Freeze-Back Valves  
Hilger 3-Way Ammonia Valves  
Brine Spray Nozzles

Air Conditioning Systems  
Humidifying and Drying  
Cooling and Ventilation  
Summer Sausage Drying

## S. C. BLOOM & COMPANY

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.

## KRAMER

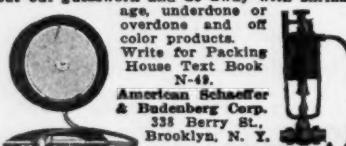
*Improved*

### Hog Dehairing Machines

L. A. KRAMER CO.,  
111 W. Jackson Blvd., Chicago

## AMERICAN INSTRUMENTS

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products. Write for Packing House Text Book N-49. American Schaeffer & Budenberg Corp. 338 Berry St., Brooklyn, N. Y.



## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.

Saves

*Labor*

*Trimming*

*Shrinkage*

*Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance*

*To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance*

*Numerous Packers Throughout the Country Are  
Why Not You?*

*For Further Particulars Write or Phone*

**Thomas F. Keeley, Licenser**

516 E. 28th St., Chicago, Ill.

Telephone Calumet 0349

# Now is the Time

to check up your ham boiling department  
and get your equipment ready for  
the seasonal rush.

Remember—worn out, damaged, or obsolete  
Ham Boilers can be traded in on the pur-  
chase of new ones. Send for our schedule.



## HAM BOILER CORPORATION

1762 Westchester Avenue

New York City

Factory: Port Chester, N. Y.

European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ontario

THE MOLD



THE PRODUCT



## "Perfection" TWO-PIN SAUSAGE MOLD

Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION

*Incorporated*

LOUISVILLE, KY.

MADE IN U. S. A.

### Shrouding Pins



#### To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

#### Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made with out washers

Muehlhausen Spring Co.  
5841 So. Loomis Blvd.  
Chicago, Ill.

For Curing  
and  
Packing  
Meats  
Use

Clean Crystal Island **Salt**  
Jefferson Island Salt Mining Co., Inc.  
Louisville, Ky.  
Stocks in Principal Cities

Over  
99% Pure

When You Write  
The Advertiser  
Mention  
THE NATIONAL PROVISIONER



### Galvanized Steel Delivery Baskets

Designed to meet packinghouse requirements. Folded and pressed from one sheet of 22 gauge galvanized steel, all in one piece; reinforced around the top with 7/16-inch steel rod. The handles are very substantial; placed on the end of the basket so that they will not injure or cramp the hand.

The containers are made in one size only, 28 inches long, 14 inches wide and 11 inches deep; they will nest one inside the other and take up very little room when not in use.

We emboss your name on the side of each container.

Net price \$2.75 each. In lots of 24 or more, \$2.50. F.O.B. Dubuque.

**Dubuque Steel  
Products Co.**

Dubuque, Iowa

Sheet Metal Dept.  
Kretschmer Manufacturing Co.



### BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat  
Write Us for Information and Prices

**Wynantskill Mfg. Company**

TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

### GRAHAM BROTHERS TRUCKS

*SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE*

*—on your smaller cuts and  
prepared specialties*



a single wrapping of

**Paterson Vegetable Parchment**

affords far more protection to the quality of your products than a double or triple wrapping of ordinary paper—it makes neater and cleaner looking packages and places your goods before the public in the best possible condition.

Packers realize how much it is to their advantage to protect their products and to keep them looking fresh, clean and wholesome. That is why more and more *Genuine Parchment* is used each year to wrap the smaller packages.

*Read this partial list of meat specialties that prominent Packers are Parchment Wrapping.*

Picnic Bacon	Bacon Squares
Sausage Meat	Frankfurters
Sausage Link	Polish Style Sausage
Luncheon Loaf	Luncheon Corned Beef
Jellied Corned Beef	Meat Loaf
Baked Meat Loaf	Jellied Tongue
Liver Cheese	Boiled Tongue
Tongue Loaf	Sausage Loaf
Smoked Butts	Scrappling
Souse	Mush
Fresh Shoulders	Fresh Loins
Pan Souse	Sliced Bacon
Poultry	Dried Beef
Tamales	Chili Con Carne
Lard	Veal Loaf

*Write for samples and quotations on Parchment Wrappers for the specialties you wish to wrap.*

**The Paterson Parchment Paper Co.**

Chicago, Illinois

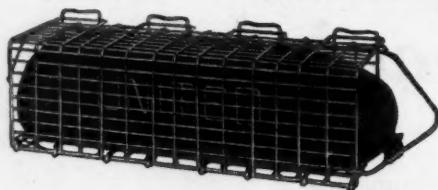
San Francisco, California

Passaic, New Jersey



## Is Your Name an Asset?

Your name imprinted plainly and permanently on your product, keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the



**"UNITED"**  
SAUSAGE MOLD  
the Patented One-piece Mold



**"UNITED"**  
Bacon Hangers  
satisfy. They ex-  
cel in service.

Consult Your Jobber or Write Us  
United Steel and Wire Company  
Battle Creek, Mich. Atchison, Kansas

**HY-GLOSS**  
MARGARINE CARTONS

### Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National  
Carton Company**  
Joliet, Ill.



## This Package will speak for your Product

This distinctly different package will flash the story of quality and freshness for your sausage meat. It will best represent you where your sausage is sold. New and increased business always follows its use. Has been winning added profit for longer than sixteen years for many of the leading packers. Ask for convincing samples.

**KLEEN KUP**

### The Package That Sells Its Contents



**Mono Service Co.**  
NEWARK NEW JERSEY

**OAKITE**  
Industrial Cleaning Materials and Methods

• • • • whenever you purchase SAUSAGE CASINGS for future use, insure yourself against disappointment by including a good share of • • • • •

Brecht sausage  
casings

Sheep — Beef — Hog

**BRECHT CASING COMPANY**

Established 1853

New York

St. Louis

Hamburg

Buenos Aires

## H. & H. Electrical Pork Scribe Saw

Eliminates Scribe Marks—Increases Belly Yields  
Reduces Operating Costs—Makes Larger Profits  
Replaces old method of hand scribing—Reduces Sales Resistance  
Avois miscut loins originating at the scribe.  
No ragged edges of bone left on loin or spareribs making it easier to  
pull loin, and improving appearance.  
Lifting of ribs made easier due to no ragged edges of bone, also making  
it possible to raise ribs without removing part of belly meat.  
Results: Rib yield lower, belly yield increased.  
Adjustable guard will scribe large or small hogs.  
No radical changes necessary to install machine to realize its merits.  
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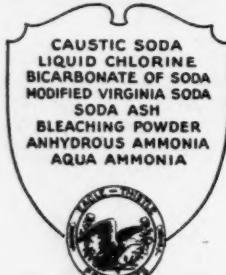
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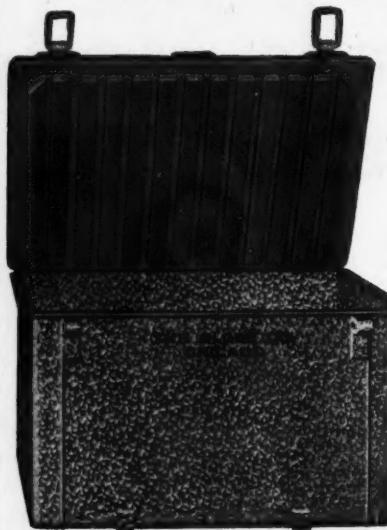
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Skinning  
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*If your supply house cannot furnish information and prices,  
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*Manufacturers of Scales and Butchers' Supplies*

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Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I. Also "Bound Brook Brand" Refined Granulated Salt.

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March 12, 1927.

THE NATIONAL PROVISIONER

21

Complies with  
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Cudahy's Selected Sausage Casings

CAREFULLY  
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UNIFORMLY  
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Certified to by B. A. I.

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Any Shade or Strength Desired

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Ham Boilers, Sausage Room  
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IMPORTERS and EXPORTERS OF  
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Selected Hog and Sheep Casings a Specialty  
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Manufacturers, Exporters, Importers  
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WANTED  
Tankage—All Grades  
GEO. H. JACKLE  
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Thomson & Taylor Company  
Recleaned Whole and Ground  
Spices for Meat Packers  
CHICAGO, ILLINOIS

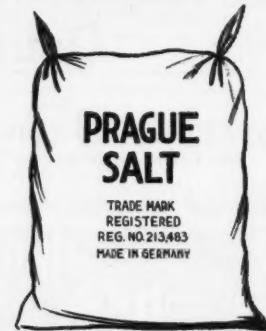
## These Salts Have the Quality of Deep Penetration



CURES — FAST — SAFE

Boned Hams for Boiling, 7 Days  
Brine Bacon, 3 to 5 Days  
Sausage Meat, 24 to 48 Hours  
Prague Salt Passes B. A. I.

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## Godchaux's CURING SUGAR

Tested by the Department  
of Research, Institute of  
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Try it! Test it! Once used,  
it becomes your standard

ASSURES

Quality Product  
Uniformity of Cure  
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PRICE

in 100 lb. Bags..... \$5.70  
per cwt. f.o.b. Reserve, La.  
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Subject to usual sugar trade terms of  
2 per cent cash discount.

Specially prepared for the  
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ern Sugar Refinery of

GODCHAUX SUGARS, INC.

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Let us have your inquiries. Delivered  
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To insure a clean and even  
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smoke it in a Stockinet Bag,  
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We make Bacon Bags to fit all  
size slabs.

Details and prices furnished upon  
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## 20 Mule Team Borax

Antiseptic

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Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition, and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

## PACIFIC COAST BORAX COMPANY

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THE OHIO SALT CO.  
WADSWORTH, OHIO

## Cut Out the Bumps and Save your Batteries

### Ridgway Elevators Stop Level with Floors

"The very Nature of the Beast"

The Ridgway Elevator is a boiler-pressure hydraulic controlled by an accurately ground and scraped METALLIC valve which stops the platform level with floors.

A brake-controlled elevator can not be depended upon to stop level even in the hands of an expert operator. (Note the next office building you enter).

#### Electric Trucks Are the Coming Things

And Ridgway Elevators by steam (or air) are the coming elevators to handle the electric trucks.

Wise Management, using, or expecting to use, electric trucks (and most well ordered plants will), should take the matter of Elevators up with us.

#### See What They Are Doing in Other Places

We have photos and blue prints galore. Here is a sample of Ridgway Elevator users:

Morrison Chemical Co.  
Dow Chemical Co.  
Columbia Chemical Co.  
Mathieson Alkali Works  
Lehn & Fink Co.  
Beckton Chemical Co.  
Marathon Paper Co.  
Thillmany Paper Co.  
De Grasse Paper Co.  
Flower City Paper Co.  
American Writing Paper Co.

Nekoosa-Edwards Co.  
United Gas Imp. Co.  
Philadelphia Gas Wks.  
Consolidated Gas, N. Y.  
Consolidated Gas, Boston  
Consolidated Gas, Balt.  
Peoples Gas of Chicago  
West Phila. Stock Yards  
Reading Abattoir Co.  
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Roberts & Oake

John Morrell & Co.  
Jones & Lamb Co.  
Norwalk Tire & Rub. Co.  
Rubber Regenerating Co.  
Quahog Rubber Co.  
Boston Woven Hose & Rubber Co.  
Summit Thread Co.  
Mercury Mills  
John Farnum Co.  
Meritas Mills  
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These and thousands more all shout

"HOOK 'ER TO THE BILER"

**CRAIG RIDGWAY & SON CO.**

Over 3,000 in daily use

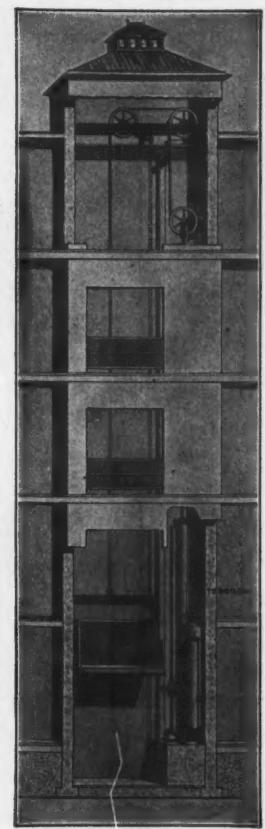
COATESVILLE, PA.



Double Geared



Direct Acting



## Uncle Jake says—

### THE PRODUCT — THEN PROTECTION

Modern business feeds on ideas—marketing ideas—with manufacturer and merchant ever on the lookout.

A good product, of course, is the first essential idea but a good product properly protected is a marketing combination that invites a profitable volume of business at top-notch prices.

The K.V.P. Research Department will gladly make investigation to clear up any point of doubt, or to suggest the proper wrapper to insure your product reaching the consumer's table in first class condition.

*Uncle Jake*  
of the

**KALAMAZOO VEGETABLE PARCHMENT CO.**  
KALAMAZOO, MICHIGAN



*Waxed and Parchment Papers Protect the Nations Food.*



## *The Tub of Strength*

Every National Woodenware Tub is made from finest wood and built to render the greatest degree of service. Located, as we are, in the heart of the Minnesota forests, we have at our command the best timber, so necessary to the proper manufacture of quality tubs. In addition, all woods are thoroughly kiln dried to prevent shrinkage and reduce waste. Also—we manufacture pails of various sizes to meet all requirements.

### Write us

your requirements and we shall furnish quotations. Prompt delivery from stocks carried in Hill City, Minn., Chicago, Kansas City, So. Omaha, Fort Worth, Oklahoma City and St. Paul.

**National Woodenware Company**

West 43rd Street and S. Racine Avenue  
CHICAGO

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 76

Chicago and New York, March 12, 1927

No. 11

## *How Packer Changed His Trade Mark*

**Novel Plan Boosted Business and  
Pleased Both Public and Retailers  
While It Helped Packer Salesmen**

All manufacturers—and especially meat packers—realize the importance of their trade marks, and do everything possible to protect them and build up a name and reputation for them. Fortunes have been spent in advertising trade marks and the products on which they appear.

Most packers would no more consider giving up their trade marks than they would think of giving their plant away. Yet it occasionally happens that for some reason a trade mark outlives its usefulness, and should be changed.

Usually this process involves considerable loss to the owner. A trade mark of recognized value is discarded, making it necessary to build up a reputation on a new one at heavy expense, through advertising and publicity of various kinds.

### **Changed Trade Marks at Profit.**

One packer, however, faced this situation and found a way to change trade marks at a profit. Public interest was aroused, and a great deal of word-to-mouth advertising of inestimable value was received.

The concern was the Rochester Packing Co., Rochester, N. Y., and the change involved giving up its famous "Blue Ribbon" trade mark which was well established in its territory. The story of how this company "cashed in" on the change is interesting, and offers suggestions for other packers who may be contemplating such a change also, but are hesitating because of the expense involved.

### **Adopting a New Trade Mark**

By Eugene A. Curtis, Adv. Mgr.  
Rochester Packing Co.

It is remarkable how many manufacturers of a line of branded articles seem sooner or later to face the necessity for

changing the trade-name of one or more of their products. Occasionally the trademark itself, for any one of a variety of reasons, needs to be altered or even discarded completely. Because such a step usually threatens uncomfortable losses, it is interesting to note that one company found a way to make the change with profit.

The Rochester Packing Company, Rochester, N. Y., had been marketing its products under the "Blue Ribbon" trademark. Though the corporation's activities are confined to its own state, the volume has grown rapidly and consistently. Housewives habitually ordered the company's goods by the "Blue Ribbon" name. Among the retail trade the merchandise was always referred to as "Blue Ribbon," and in informal conversations the company was spoken of as "the Blue Ribbon people."

#### **Decide to Change Trade Mark.**

On this highly favorable pinnacle had the name become established. Its trademark was quite as well known.

Then it was decided that a change was necessary, because of the confusion arising

clever. Those are the very reasons, perhaps, why they proved so instantly acceptable to the company, its dealers and the public.

#### **Offer Prize for New Name.**

The first step in the plan was to offer the flat sum of \$1,000 for a new name. There were no second or third prizes.

Study of previous campaigns indicated that every contestant had his eye on the largest sum offered; that prizes after the first were acceptable when awarded, but aroused no added interest. Therefore, the capital sum was not divided—the contestant was to get the whole thousand dollars or nothing.

During the six weeks of the campaign people everywhere were heard discussing what they were going to do with "the thousand dollars" after they won it.

Only one piece of advertising copy was used. This, except for the two initial announcements, occupied a space of seven inches double-column twice a week in the principal newspapers where the company has dealers. The headline, chosen for its simplicity out of a score of suggestions, read "\$1,000 FOR A NEW NAME."

The copy, instead of relying on the attractions of a mere abstract fund, suggested several alluring uses for the money—a trip to Europe, first payment on a home or the start of an old-age nest-egg, for instance. This is believed to have been a wise move.

As to display, the border was composed of a line of ostensible five and ten dollar bills. At the head of the announcement two hands were trying to hold a collection of currency that overflowed their capacity.

The assistance of street car cards, outdoor advertising, store cards, and signs on the company's 49 trucks and salesmen's cars, was also used.

#### **Getting Cooperation of Dealers.**

The next big step was to bring dealers into the picture. Dealers were accustomed to the "Blue Ribbon" trade-name and would be apt to resent a change. To interest the dealer it was necessary to make it profitable for him to co-operate.

All names submitted in the contest had



THE PRIZE-WINNING TRADE MARK.

ing from the great number of food articles (not meat products) made by other manufacturers under the "Blue Ribbon" name. An attempt to prevent their use of the Blue Ribbon name by legal action appeared inadvisable.

So the company, after careful consideration, decided upon the time-honored name contest idea, with interesting variations. The main reason for using the contest idea was to get the public to looking for the new name.

In themselves these variations were neither radically different nor startlingly

to be on blanks provided by the company. These could be secured only at a dealer's. The company did not furnish blanks, but told the public that the blanks could be secured at any dealer's.

Yes, any dealer's!

Not only were the company's customers interested, but every meat retailer in the territory was given a supply of blanks. Salesmen explained that this involved no obligation, and was intended to make participation easy for the public; and that if the retailer did not display and distribute these blanks he would be forcing his customer to go to a "Blue Ribbon" dealer for them. He saw the point.

#### Helping Company's Salesmen.

While maintaining the dealers' supply of blanks the company's salesmen visited each store from time to time. Thus the six weeks of the campaign gave every salesman opportunity for at least six calls on all non-customers in his district—calls when he was certain of receiving a more or less welcome reception. That is about all the chance a good salesman needs.

All dealers were given display cards to hang where customers could see them—"Ask us for entry blank."

And now for the results.

A million blanks were distributed, and more than 20,000 names were submitted, of which almost ten per cent were "Ropaco," obviously derived from the initial syllables of the corporate title. Although distribution is confined to New York state, replies came from such dis-



FRED M. TOBIN  
President, Rochester Packing Co.

tant points as Baltimore, Los Angeles, Atlanta and Canada.

#### Two Men Tie for Prize.

The winning name was "Arpeako," a syllabification of the "R. P. Co." also signifying "The Peak of Perfection," the company's new slogan.

## Pork Production in the World War

### Part Played by American Packer and Producer in Feeding World Both During War and Afterward

#### XXIV—What the Blockade Meant to Europe and to Prices in America

**Untiring Efforts of Americans and British to Raise Blockade—Objections of French—Raising of Blockade in July, 1915—Merchants all over the World Waiting to Sell Goods to Liberated Countries—Means of Payment Lacking.**

This is the twenty-fourth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside story is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

The French delegates had complained bitterly that the provision of the Brussels agreement to allow 370,000 tons of food-stuffs per month into Germany was a complete breakdown of the blockade.

As a matter of fact, it was nothing of the sort. This amount of food, if Germany had been able to obtain it all, would not have allowed her to build up stocks.

With the German army demobilized, and with German merchant and naval vessels in the Allies' hands, it would have been possible to break this stream of food on

a moment's notice. This threat made Germany utterly helpless, and she knew it.

#### Blockade Lifted for Food Only.

In reality the Brussels agreement represented no relaxation of the blockade beyond the controlled admission of specified amounts of food. Germany was still permitted to export only a limited list of commodities, and these only under specified conditions.

The American as well as the British delegates at Paris maintained that what Germany needed was still greater economic freedom and that this could safely be given to her without endangering the peace negotiations. It was their contention that Germany be allowed to get to work, to revive her industries and get her people employed.

It was only in this way that Germany could hope to repay any significant portion of the damages which she had done to the world. In order to bring about this revival it was essential that her trade be freed of all unnecessary restrictions.

This was what Mr. Hoover had proposed as far back as November, 1918, and he had kept insisting upon it, in season and out, as the logical thing to do for the good of the Allies themselves.

It is interesting that 65 variations of this spelling were proffered. Two men—a carpenter and a college professor—spelled it in the accepted form, and each was awarded a trip to the factory and a thousand dollars. This duplicated award aroused much favorable comment.

The sales sheet showed a pleasing upward curve during and after the contest period. Deliveries of the company's goods throughout the campaign averaged above the normal. In addition, many new dealers were added as regular customers. A general and continuing increased absorption of "Arpeako" foods by the public has been another effect.

#### New Name Takes Hold on Public.

The new name did not win universal approval at once. That was hardly to be expected. For several weeks after the announcement of the awards conversations were rife, even among school children throughout the territory, in which the selection of "Arpeako" received both criticism and vigorous championing.

This is indicative not only of the widespread interest awakened by the contest, but of the ready remembrance of the newly-chosen name. The latter valuable effect was due in large part, no doubt, to the previously-aroused public attention.

All in all, the company feels confident that the change of name and trade-mark for its output has been accomplished with the minimum of loss, so far as identification by the consumer is involved.

All other visible effects have been on the profit side of the ledger.

The French delegates, however, could not see this point. They wanted Germany to pay, but they were afraid to allow her to revive her industries. At the cost of a fearful war they had come out on top and they meant to maintain that position militarily, industrially, and commercially.

#### French Wanted to Remain Dominant.

The fact that Germany's tangible resources were far too small to pay the enormous reparations demanded, or that the only real source of reparations must be the product of German labor, had but little effect upon the French representatives. Germany must be forced to pay anyway.

As the time drew near for the submission of the peace terms to the Germans, there was much doubt as to whether Germany could be forced to sign on the dotted line. The terms were admittedly severe, but the Allies contended that as victors in a terrific and costly struggle they were entitled to dictate the peace terms and Germany was to be given no chance to argue. She was either to sign the terms as laid down or not to sign.

If Germany refused to sign, elaborate preparations were made to bring pressure upon her. The Allied armies were in readiness to cross the Rhine and occupy the whole of Germany if necessary.

#### Forcing Germany to Sign Peace Terms.

The blockade was to be enforced at once, and on the day that the peace terms were to be placed before the German delegates at Versailles, all merchant shipping of the Associated and neutral nations was

(Continued on page 54.)

## Meat Packing Passes Three Billion Mark

### Census Figures Show Packinghouse Product Output in 1925 at Highest Point in History of the Industry

For the first time since the war period meat packing in the United States in 1925 became more than a three-billion-dollar industry.

Based on the value of products the output in that year was \$3,050,286,291, as just announced by the U. S. Bureau of the Census.

#### Shows 18 Per Cent Increase.

This is an 18 per cent increase over the 1923 figures, which were \$2,585,804,140.

During the war years and the flush period that followed the packing industry reached the three-billion-dollar mark. Later, under the severe readjustment of values, the figures dropped to 2½ billions, although the industry continued to maintain its position of leadership in the nation's economic life.

It is significant that the value of the industry's output should again reach and pass this three billion-dollar total in the more nearly normal year of 1925, in spite of growing difficulties in merchandising.

Packinghouse products valued at \$3,050,286,291 are reported by establishments engaged in the wholesale slaughtering and meat packing business for the year 1925, according to the preliminary announcement of the biennial census of manufacturers by the Department of Commerce.

This is an increase of 18 per cent over 1923, when the output of the industry was valued at \$2,585,804,140.

#### Fewer Establishments in 1925.

There were 1,269 establishments reporting in the 1925 census compared with 1,397 in 1923.

This industry classification covers establishments engaged both in slaughtering cattle, hogs, sheep, or other animals and in preserving all or a part of the raw stock by canning, salting, smoking, or otherwise curing it for the trade; establishments which purchase raw stock from slaughterhouses and preserve it; and establishments engaged in slaughtering only.

The leading items entering into the total for 1925 are as follows: Fresh beef, 5,064,507,621 pounds, valued at \$661,103,013; fresh pork, 2,827,926,362 pounds, \$516,468,750; cured pork, smoked, 1,236,004,732 pounds, \$336,121,817; cured pork, not smoked, 2,059,932,717 pounds, \$415,681,687; lard, 1,672,334,129 pounds, \$279,624,570.

#### Value of All Product Increases.

Every item shows an increase in value as compared with 1923, but decreases in quantities appear for fresh and cured pork and for lard. For nearly every product the rate of increase in price was greater than that in quantity, or an increase in

price was accompanied by a decrease in quantity.

The numbers of animals slaughtered in 1925 are as follows: Beeves, 10,853,921, an increase of 6.6 per cent as compared with 1923; calves, 5,775,640, an increase of 13.2 per cent; sheep and lambs, 13,616,405, an increase of 3.2 per cent; hogs, 48,072,511, a decrease of 15.7 per cent.

Of the 1,269 establishments reporting for 1925, 153 were located in Pennsylvania, 122 in Ohio, 110 in New York, 102 in California, 78 in Illinois, 61 in Indiana, 47 in Missouri, 39 in Maryland, 38 in New Jersey, 34 in Washington, 33 in Massachusetts, 32 in Kansas, 31 in Michigan, 27 in Colorado, 27 in Kentucky, 27 in Texas, and 308 in the remaining 32 States and the District of Columbia.

The statistics for 1925, as presented here-with, are preliminary and subject to such correction as may be found necessary upon further examination of the returns.

#### SUMMARY FOR THE INDUSTRY.

	1925	1923
Number of establishments.	1,269	1,397
Wage earners (average number) a...	120,422	132,792
Maximum month—		
Jan., 1925; Dec., 1923	131,970	141,163
Minimum month—		
Apr., 1925; Apr., 1923	113,193	126,216
Per cent of maximum.	85.8	89.4
Wages b.....	\$ 159,355,189	\$ 167,569,106
Cost of materials (including fuel, electric power, and containers) b.....	2,625,192,435	2,176,010,241
Value of products b.....	3,050,286,291	2,585,804,140
Value added by manufacturers c.....	425,093,856	409,703,800
Horsepower.....	441,516	382,127

a Not including salaried employees.

b The amount of manufacturers' profits can not be calculated from the census figures, for the reason that no data are collected in regard to a number of items of expense, such as interest, rent, depreciation, taxes, insurance, and advertising.

c Value of products less cost of materials; in other words, the value created by the manufacturing processes. The cost of materials does not include wages, salaries, nor the items of expense specified in footnote b.

#### PRODUCTS, BY KIND, QUANTITY AND VALUE.

	1925	1923
Total value.....	\$3,050,286,291	\$2,585,804,140
Fresh meat, total value.....	\$1,443,938,739	\$1,261,140,882
Beef:		
Pounds.....	5,064,507,621	4,834,720,580
Value.....	\$ 661,103,013	\$ 607,468,593
Pork:		
Pounds.....	575,962,620	498,967,810
Value.....	\$ 87,188,027	\$ 71,681,481
Mutton and lamb:		
Pounds.....	521,063,066	510,903,661
Value.....	\$ 128,212,547	\$ 113,741,915
Pork:		
Pounds.....	2,827,926,362	3,265,684,201
Value.....	\$ 516,468,750	\$ 429,104,502
Edible offal and other fresh meat:		
Pounds.....	540,291,055	517,810,276
Value.....	\$ 50,065,502	\$ 39,144,391
Cured meat, total value.....	\$ 709,714,607	\$ 624,687,908
Beef, pickled and other cured:		
Pounds.....	84,196,041	75,054,209
Value.....	\$ 17,911,163	\$ 15,503,020
Pork, smoked: a		
Pounds.....	1,236,004,732	1,258,063,037
Value.....	\$ 336,121,817	\$ 255,194,565
Pork, not smoked:		
Pounds.....	2,059,932,717	2,642,031,796
Value.....	\$ 415,681,687	\$ 353,990,323
Canned meat and canned sausages:		
Pounds.....	118,576,431	95,133,635
Value.....	\$ 24,334,065	\$ 19,703,137

Sausage (not canned), sausage casings, meat puddings, head cheese, scrapple, etc.: b

Pounds.....

Value.....

Lard:

Pounds.....

Value.....

Hides, skins, and pelts, total value.....	\$ 113,904,642	\$ 91,226,683
Cattle:		
Number.....	11,052,863	10,355,336
Pounds.....	621,360,786	579,544,364
Value.....	\$ 80,797,328	\$ 60,006,635
Calf:		
Number.....	4,305,227	3,753,361
Pounds.....	56,093,473	47,006,334
Value.....	\$ 11,069,114	\$ 7,269,166
Sheep and lamb: c		
Number.....	16,266,739	10,885,410
Value.....	\$ 21,987,151	\$ 17,898,449
All other hides and skins:		
Pounds.....	1,053,926	536,576
Value.....	\$ 101,049	\$ 52,430
Hair, hog and other:		
Pounds.....	27,278,442	26,420,386
Value.....	\$ 2,111,079	\$ 1,800,044
Wool:		
Pounds.....	82,235,482	30,046,624
Value.....	\$ 23,428,648	\$ 19,097,117
Miscellaneous products, including custom or contract work d.....	\$ 196,486,985	\$ 157,450,702

— Includes a small amount of cooked ham.

b Not including production of establishments engaged primarily in the manufacture of sausage and sausage casings. The value of products reported by such establishments for 1923 was \$65,133,075. The corresponding value for 1925 has not yet been calculated but will be shown in the final reports of the present census.

c Exclusive of pickled sheepskins or slats, the value of which is included in "Miscellaneous products."

d Lard compounds and other lard substitutes, oleo oil and oleo stock, other oils, tallow, grease, soap stock, lard oils, stearin, oleomargarine, soap, cottonseed oil, vegetable oils, ice, peanut butter, mincemeat, druggists' preparations, cracklings, cheese, butter, fertilizer, fertilizer materials, glue, stock feed, tallow, switches, beef heads and feet, horns, horn tips, pickled sheep skins, sheep slats, etc., and revenue from purchase and sale of livestock, meat, and produce, and from custom slaughtering. A number of these commodities—namely, lard compounds and other lard substitutes, oleomargarine, grease, tallow, and fertilizer—are made as major products of other industries; the reports for which have been published separately. Only the value of the production in the slaughtering and meat-packing industry is included in this item.

#### ANIMALS SLAUGHTERED, BY CLASS, NUMBER AND WEIGHT.

	1925	1923
Class		
Beefs:		
Number.....	10,853,921	10,174,496
Weight on hoof, lbs.....	1,001,234,511	9,669,634,463
Weight dressed, lbs.....	5,434,422,717	5,151,427,557
Av. weight on hoof, lbs.....	940	950
Av. weight dressed, lbs.....	501	506
Calves:		
Number.....	5,775,640	5,100,012
Weight on hoof, lbs.....	1,008,789,101	864,962,137
Weight dressed, lbs.....	624,532,660	535,854,373
Av. weight on hoof, lbs.....	175	170
Av. weight dressed, lbs.....	108	105
Sheep and lambs:		
Number.....	13,616,405	13,193,856
Weight on hoof, lbs.....	1,100,770,374	1,060,268,800
Weight dressed, lbs.....	531,804,053	515,021,945
Av. weight on hoof, lbs.....	81	80
Av. weight dressed, lbs.....	39	39
Hogs:		
Number.....	48,072,511	57,015,392
Weight on hoof, lbs.....	10,003,999,357	12,631,881,880
Weight dressed, lbs.....	7,864,746,885	9,439,144,711
Av. weight on hoof, lbs.....	220	222
Av. weight dressed, lbs.....	161	166

#### NUMBER OF ESTABLISHMENTS AND VALUE OF PRODUCTS FOR LEADING STATES:

State	Number of establishments.	Value of products.
United States .....	1,269	\$3,050,286,291
Illinois .....	78	680,501,640
Kansas .....	32	248,089,792
New York .....	110	235,801,277
Lowell .....	23	213,741,464
Nebraska .....	17	190,500,335
Minnesota .....	14	182,555,420
Missouri .....	47	175,392,412
Ohio .....	122	128,777,955
Pennsylvania .....	153	124,347,290
California .....	102	115,787,976
Indiana .....	61	91,988,043
New Jersey .....	38	84,459,171
Texas .....	27	79,208,777
Wisconsin .....	18	70,793,049
Massachusetts .....	35	60,710,331
Michigan .....	31	53,832,676
All States .....	363	303,137,954

a Alabama, 8 establishments; Arizona, 8; Arkansas, 3; Colorado, 27; Connecticut, 4; Delaware, 10; District of Columbia, 27; Florida, 6; Georgia, 10; Idaho, 17; Kentucky, 27; Louisiana, 7; Maine, 11; Maryland, 39; Mississippi, 8; Montana, 21; Nevada, 2; New Hampshire, 1; New Mexico, 2; North Carolina, 16; North Dakota, 1; Oklahoma, 7; Oregon, 23; Rhode Island, 8; South Carolina, 4; South Dakota, 4; Tennessee, 16; Utah, 10; Vermont, 1; Virginia, 23; Washington, 34; West Virginia, 10; Wyoming, 4.

## What Happens to Hog and Consumer's Dollar

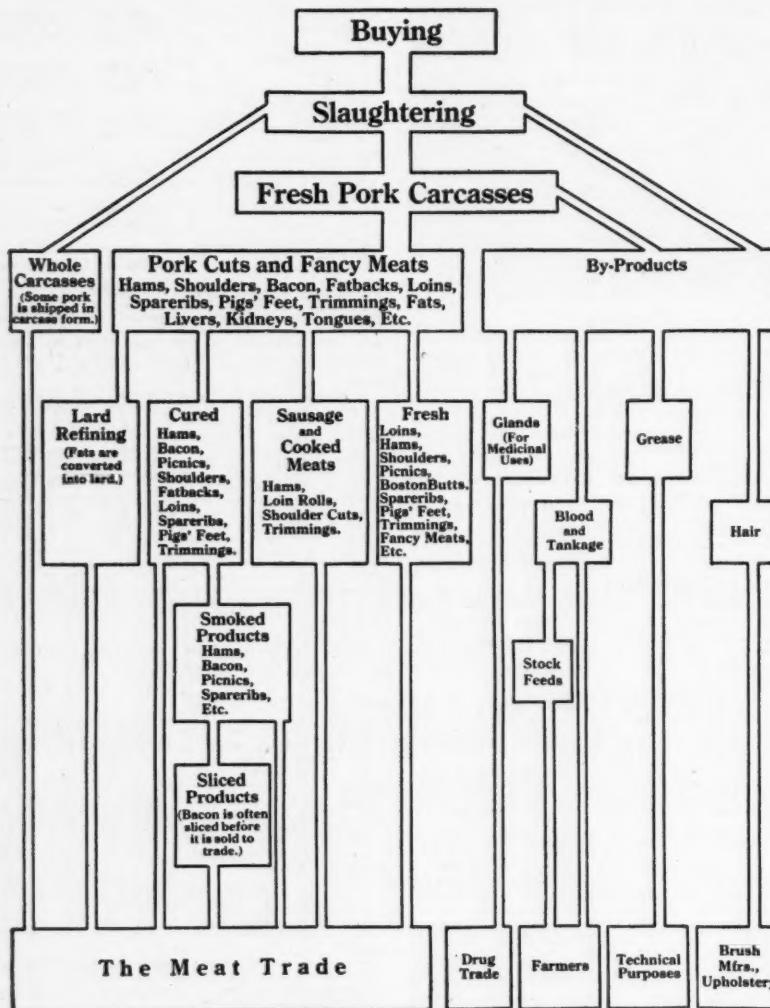
What happens to the hog in the packing plant, the division of the consumer's meat dollar, and the trends of average monthly prices and receipts of cattle, sheep and hogs at Chicago for the past two years are among the interesting features of the 1927 Swift & Company Year Book.

The packing plant's interest in the hog is charted, beginning with buying. Then the channels through which the meat

travels before reaching the retailer and the ultimate disposition of the by-products show graphically how the modern packing plant finds an outlet, not only for all edible portions of the hog, but for every bit of the inedible as well.

### The Consumer's Dollar.

Just what becomes of the dollar the consumer invests in meat is given, as a result of studies based on figures of the U. S.



### WHAT HAPPENS TO HOG IN THE PACKING PLANT.

This interesting chart shows graphically how the various parts of the hog carcass are utilized in the packing plant. The carcasses are broken up and used in many ways—for fresh, cured and smoked products, ready-to-eat meats, lard, etc. The by-products eventually reach many trades, including the drug trade, the farmers, brush makers and others. Chart from Swift & Company's 1927 Year Book.

Department of Agriculture. This division is as follows:

	Per Cent
Consumer pays for beef.....	100.0
Retailer's expense and profit....	22.0
Packer's expense and profit.....	15.5
Transportation and marketing expense (live animal—beef content) .....	4.7
Farmer receives for beef content of his animal.....	57.8
Farmer receives for by-product content of his animal.....	12.9
Farmer receives for beef and by-products .....	70.7

"The figures shown here may seem surprising to the person who compares a ten-cent steer with a 60c porterhouse steak," the book points out. "He forgets, however, that a porterhouse steak is a very small percentage of the dressed weight and that the cheaper cuts bring the average price of the entire carcass down to a relatively low figure."

### Trend of the Hog Supply.

Sharp fluctuations in the supply of hogs from year to year, so troublesome to the industry, were studied and the following reasons given:

"Hog production moves in cycles of remarkably uniform length," it is pointed out. "The general rule is two years up and two years down. The reason for this is that when there is a year of heavy hog production, the additional supply causes the price of hogs to decrease and the larger demand for corn for feeding purposes causes the price of corn to increase. This combination of low hog prices and high corn prices results in small profits in hog feeding operations. Producers thereupon decide to raise fewer hogs the next year."

The story of Swift service is current throughout the book, which contains the address of President L. F. Swift to the company's 47,000 shareholders reviewing the business of the past year and the outlook for the future; the treasurer's report showing net earnings of \$15,645,242.65 in 1926; a livestock review for the calendar year; and a discussion of the four-year hog production cycle, the complexities of the pork business, and the trend in demand for lighter beef.

Special articles are devoted to the company's contribution toward the solution of the farm problem; the low cost of marketing butter and eggs; something of marketing costs and Swift & Company's export relationships; the research work done continuously improve the quality of manufactured products; and matters of historical interest relating to the founding of the Swift business.

It is with pride that the company points to its more than 200 employees who have been in its service for 35 years or more.

A center spread showing a map of the United States, with detail of the company's packing and produce plants and its distributing centers is an informative feature of the publication. The book contains 54 pages, extensively illustrated.

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This will aid us in obtaining proper service for you from the Post Office.

**Value of the Foreman**

Business in general, and the meat industry in particular, is coming to realize more and more what a very important part the foreman plays in determining its profits. It has been truly said that the foreman is the "key man" of the industry.

As evidence of this growing recognition of the importance of the foreman the Department of Manufacture of the Chamber of Commerce of the United States points to the fact that the number of courses in foremanship training increased several hundred per cent in a year's time. It lists a total of 324 courses conducted on an organized basis from June, 1925, to 1926.

One hundred eighty-five of these courses were given by state vocational educational

**THE NATIONAL PROVISIONER**

institutions, 109 were given by private agencies and 30 as state university extension courses.

"There are reasons," says the department in a bulletin on the subject, "for the rapid growth and permanent status of foremanship training.

"One company finds an increased production with a decreased personnel as the outstanding result which it attributes to better foremanship.

"Another finds, through better cooperation on the part of the foremen, a considerably reduced inventory of material in process; another finds closer cooperation between the foremen and the inspectors; another, less labor turnover due to more intelligent handling of the human element; still another, better employer-employee relations throughout; and thus we might quote many other experiences given us.

"There still remain some baffling problems. Accumulated experiences and results show that foreman training, to be most successful by the class or conference method, requires trained or expert direction. The large organization has work enough to keep one or more men busy all the time in improving foremanship and thus can have expert direction."

Packers, large or small, who choose their foremen carefully and train them properly will find themselves repaid many times over for their efforts along these lines.

**Watch Your Step!**

Hogs at Chicago have been selling at an average price of 11½c a pound or over for some time. The spread in prices has not been wide, and heavy as well as light hogs have held within a narrow range.

This means that all product costs, on an average, at least 16½c per pound, providing the return on edible and inedible by-products will balance the labor, overhead and killing costs up to the time the product is ready to be sold green or to go into cure.

A lot of the product from these hogs sells for less than 16½c a pound. All averages of green and cured picnics and all dry salt meats have been well under this price, to say nothing of the loss of 4 to 5c a pound on lard.

Added to the original cost of the green meats must be the cost to sell, freight, selling overhead, etc. It will take close merchandising to come out on top in such a situation.

Too many packers believe they must sell product at the price made by others rather than on the basis of their own costs. Some very clever merchandisers have made money during difficult selling periods by refusing to cut their prices

below a profitable margin and have relied on quality product and salesmanship to guarantee their outlet.

They establish a clientele, keep in close touch with it, and see that it is always taken care of with the right kind of product. Thus they can readily prove to their customers that year in and year out this is the cheapest way to buy, and consequently suffer little from the cut-price practices of others.

More thought to "buy right," "make right" and "sell right" and less to what the other fellow is doing would bring better returns to most packers.

**Meat Production in 1926**

In a review of meat production in 1926, the U. S. Department of Agriculture calls attention to the enormous quantity of all kinds of meat manufactured in spite of the hog shortage during the year. This production exceeded that of every other year since 1906, with the exception of 1923 and 1924, when such large numbers of hogs were marketed.

The total production was 240,000,000 lbs. heavier than that of the previous year. This very easily explains the reason why the smallest supply of pork products since 1921 was quite sufficient to meet the need at prevailing high price levels, and why packers' storage stocks throughout the year were relatively heavy in spite of limited supplies of hogs.

The source of this surplus production of meat was cattle and sheep. Oversupplies here not only made up for the shortage of pork but produced the huge surplus.

Cattle were marketed in liberal supply and carrying much flesh. The year of heaviest marketing of cattle was 1918, but more beef was produced in 1926, the animals averaging 47.6 lbs. per head heavier in the latter year and producing more quality beef.

The production of mutton and lamb in 1926 was the largest since the four years preceding 1915, when there was a surplus production of this class of meat.

While hog production fell off in marked fashion in 1926, hogs were heavier by 10 lbs. per head than in the previous year. This resulted in a larger production of pork than was anticipated from the number of hogs slaughtered.

One interesting feature of the whole review is that in spite of the large increase in meat production, the per capita consumption of meat was slightly lower. This is attributed to the increase in population of some 2,000,000 persons per year. Meat production appears not to be keeping pace with consumptive demand, although price levels are doubtless an important factor in this demand.

# PRACTICAL POINTS FOR THE TRADE

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## Making Liver Sausage

This sausage maker is getting poor results with his liver sausage and wants formulas and directions. He says:

**Editor The National Provisioner:**

We have been making liver sausage, but are not satisfied with our product. Will you give us recipes for a good liver sausage, also for Braunschweiger?

All kinds of liver sausage formulas have appeared previously in THE NATIONAL PROVISIONER, but for the benefit of this subscriber and others who have not kept a file, these formulas and directions are repeated as follows:

### Liver Sausage in Hog Bungs.

Meat formula is as follows:

Meats:

15 lbs. fresh pork cheek meat  
50 lbs. hog livers  
15 lbs. S. P. ham fat  
20 lbs. pickled pork underlips or snouts

100 lbs.

Seasoning:

6 oz. white pepper  
2 oz. ground mace  
1 oz. ground marjoram  
½ oz. ground cloves  
4 lbs. onions, peeled  
3 lbs. salt (if all meats fresh)

Cereal is optional.

**Method of Handling.**—Cook meats in nets separately at 212° for the following periods.

Livers, 45 minutes.

Beef cheeks, 1¾ hours (if substituted for pork cheeks).

Pork cheeks, 1 hour.

Underlips or snouts, 1½ hours.

Ham fat, 20 minutes.

Cooking of meats should be left largely to judgment of the cook; however, they should be thoroughly cooked.

Grind all cooked meats through fine plate of Enterprise hasher; also onions. Put in mixer, adding spice, flour, salt and jelly water. Water in which meats were cooked should be used. Mix about 6 minutes.

Put in box truck and chill in cooler about 1 hour at 36°.

Stuff tight in hog bungs which have been cut 13" long; none to be less than 10" in length. Tie with 3-ply silver sail twine, knotting string to hang on sticks.

Rinse in hot water, cook 35 minutes at 175°, then rinse in hot water. Chill in ice water. Then hang on truck and put in cooler to chill before packing at about 36°.

### Another Liver Sausage Method.

An "old timer's" method of making liver sausage is as follows:

Cut the livers in two and soak for half an hour in cold water. Then boil them for at least an hour. Then run livers through grinder with onions.

Cook together all kinds of pork head meat until thoroughly done, then run through ½ in. plate of chopper. Mix with liver, onions and other seasoning, and add some of the cook water, including the grease, in which the head meat has been cooked.

After thoroughly mixing, stuff either in hog bungs or beef rounds. When the product is stuffed, boil for 10 minutes, just long enough to cook the casing.

It is claimed that this liver sausage will keep well, and that it will not turn red.

### Braunschweiger or Smoked Liver Sausage in Hog Bungs.

One formula for this product is as follows:

Meats:

50 lbs. fresh pork livers, trimmed  
30 lbs. fresh regular pork trimmings  
20 lbs. fresh pork cheeks or head meat

100 lbs.

Seasoning:

3 lbs. salt  
5 lbs. onions, peeled  
6 oz. ground white pepper  
2 oz. ground ginger  
4 oz. granulated sugar  
1 oz. ground nutmeg  
No cereal or water

Another formula is as follows:

Meats:

32 lbs. fresh hog livers  
68 lbs. lean pork trimmings

100 lbs.

Seasoning:

2 lbs. 12 oz. salt  
8 oz. ground white pepper  
½ oz. marjoram  
3 oz. granulated sugar  
½ oz. mace

**Handling.**—Soak the livers for a couple of hours in cold water. Some prefer to chop the livers in the raw state after soaking; in other cases the livers are scalded for 10 minutes at the boiling point before chopping. However, there is a good deal

of advantage in soaking them and drawing out the excess blood.

Cook the meats in nets separately at 212 degs. for the following periods: fresh pork cheeks, 45 minutes; fresh regular pork trimmings, 30 minutes.

Chop pork livers, regular pork trimmings, pork cheeks or head meat all together in the silent cutter for about 15 minutes, or to a very fine consistency, adding 10 lbs. of hot meat liquid and spices during chopping process.

When thoroughly chopped, remove from silent cutting machine, put into meat truck and take to cooler to chill for about two hours before stuffing, so that the meat will cool off and show more firmness.

**Stuffing.**—Then stuff in export hog bungs, cut 28 inches in length. Tie with 3-ply silver sail twine, knotting string to hang on sticks.

After product is stuffed, rinse off with hot water to remove all sediment on the outside of the container which accumulates during the stuffing process.

**Cooking.**—Then take to cooking room and cook one hour at a temperature of 175 degs. Remove from cook vat and rinse off with hot water.

Then chill in ice water for about two hours.

**Smoking.**—When chilled, hang on sticks and take to smokehouse and smoke at a temperature of 115 to 120 degs. for from 3 to 4 hours, using hardwood or hardwood sawdust.

Remove from smokehouse and take to storage cooler at a temperature of 36 to 40 degs., and allow to chill for at least 12 hours before shipping or sale.

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

## Getting Rid of Odors

Odors about rendering plants are the source of a great deal of worry to the plant owners and many methods have been taken to reduce them or to overcome them.

A Western renderer, seeing the first of a series of articles on "Odor Elimination" in THE NATIONAL PROVISIONER of Feb. 12, writes as follows:

**Editor The National Provisioner:**

We have studied your article in the issue of THE NATIONAL PROVISIONER of February 12 on "Methods of Chlorine Treatment of Packing Plant Rendering Odors" and would like to know if we could not overcome these odors by piping the vent from the hot well to the underside of the boiler grates, there to be destroyed by the fire.

We use a condenser with 34 foot fall to the hot well on our melters. If by conducting the non-condensing gas to the boiler, would this method destroy the non-condensing gases?

Would the water to the sewer give up odors?

The piping of the vent from the hot well to the underside of the boiler grates would destroy the odors coming off of the hot well.

There would be odor, however, which would come from the sewer manholes into which the hot well discharged. Under such an arrangement as the inquirer suggests, the water from the hot well would keep giving off odor after it reached the sewer.

## Yields on Boiling Hams

What method can be used in figuring net yields on boiling hams? A Western packer has a method, but it is not entirely complete, he thinks. He writes as follows regarding this:

Editor The National Provisioner:

Can you help me to find a nearly accurate method of figuring net yields on boiling hams?

For instance, take a single ham, just out of cure. Deduct the bones and fat, arriving at the B. F. & T. weight. Then cook this ham and get the cooking shrink. Put in cooler until it is wrapped and get the cooler and selling shrink.

In other words, if I had a 24 lb. ham to begin with, what average would it finish at?

The inquirer wants an accurate method of figuring net yields on boiling hams. For instance, he says, if he had a 24 lb. ham to begin with, what would be the average weight of the finished ham?

He briefly describes his method of calculating shrink, but is not satisfied with his results.

His method of finding shrink seems to be well in line, but the idea of making a test on a single ham is impractical.

Perhaps the most desirable way to run a test is to take 50 pieces of S. P. hams which have been removed from the curing vats strictly at cured age. A standard drainage allowance of 4 per cent should then be taken into account.

Then remove the fat and bones, weighing each separately and get the exact percentage of bones and fat. Add the weight of the bones and the fat and deduct from the S. P. drained weight. This will give the weight of the hams ready for cooking.

If there is a wide range in the average of the hams, it will be necessary to weigh each ham and grade them as close as one-half pound, going into the cook vat so as to hold the cooking shrink down to a minimum.

There are different methods of cooking. Some cook under the steam process and others in hot water, and cooking schedules vary considerably. If a well cooked ham is desired, it should be cooked at 28 to 30 minutes per pound at a temperature of 160 degs.

At the expiration of the cooking time remove from the vat and place in cooler and allow to chill for 24 hours. If cooked in containers, send both container and ham to cooler. Then remove from the containers and wipe the hams off with a moist cheese cloth and weigh up for the first chilled weight.

The difference between this chilled weight and the net weight of the S. P. hams—that is, after allowance for drainage, fat and bone—will represent the actual cooking shrink, based on a chill of 24 hours.

If the hams are not shipped at the end of a 24 hour chill, then weigh again at the end of 12 hours to determine the cooler or chilling shrink.

The net weight deducted from the S. P. weight will give the total shrink in pounds.

Complete instructions for making boiling hams have appeared in previous issues of THE NATIONAL PROVISIONER. Copies can be obtained by subscribers by sending a 2c stamp, with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Watch this page for pointers.

## Blood in Small Plant

What use can be made of blood in a small plant? A slaughterer having a considerable quantity of blood wants to make use of it. He says:

Editor The National Provisioner:

We want to make the best use of blood possible. Can you tell us how to make fertilizer from it?

The inquirer wants to know how to make fertilizer from blood. When this product is used for fertilizer it is usually mixed with other tankage.

However, a blood meal can be produced which is made of pure blood, dried and put through a 40-mesh screen. This is used for animal feed.

The blood and slime from the casing room are usually put together in a coagulating tank. This tank is generally a cylindrical cone bottom tank fitted up with an open steam line in the center bottom of the cone.

When the tank is filled it is cooked with steam until the contents coagulate to the consistency of liver. It is then left to stand, so that the coagulated blood and water will coagulate.

This coagulated blood is then sent to the dryer. It can be mixed with other tankage before it is dried or after, as preferred.

If sold as blood meal, it will be necessary only to screen the dried blood and sack it. The blood should be allowed to cool after sacking before piling the sacks, otherwise it loses a great deal of its ammonia content.

Blood deteriorates very rapidly after slaughtering, therefore it should be cooked as soon as possible and rapidly. The fresh blood should fill the tank only a little over half way, otherwise it will cook over and waste.

## Tallows and Greases

How about your tallow and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallow and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on Tallow and Greases.

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

## Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

### IDLERS, BELTS AND PULLEYS.

By W. F. Schaphorst, M. E.

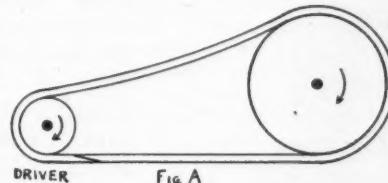
Not long ago I read this in a prominent engineering journal:

"This idler is near the driven pulleys, which is contrary to the best engineering practice."

It is not poor engineering practice to place an idler pulley near the driven pulley when the driven pulley is the smaller of the two. The best practice is to always place the idler close to the small pulleys, regardless of whether it is the driven or the driving pulley.

It is also stated that if a belt is run against the lap, the belt is liable to go to pieces if moisture is in the room.

The direction of the lap is dependent more upon the direction of slip than it is upon the direction of motion of the belt. Since slip is usually greater on the smaller pulley than on the large pulley, and since slip is always toward the tight side, it is evident that in a drive such as shown in Fig. A, with the small pulley as the driving pulley, the direction of the lap should be in the direction as indicated so that the joint will have as little tendency to roll or peal as possible.



True, when the joint is on the large pulleys, the slip is in the opposite direction and there is a tendency to peel or roll. But the peeling tendency is less severe than when the joint is on the smaller pulley.

The direction of motion of the belt which was at one time regarded as the criterion is therefore of less importance than the question: "On which pulley is the belt liable to slip most?" The answer is: "Slip is always greater on the smaller pulley."

The same writer recommended facing pulleys with leather. I would discourage the use of leather covers unless absolutely necessary, because such covers are conducive of excessive wear. If a drive is properly designed, if the belts are wide enough, and if the pulleys are large enough, there is seldom any necessity for leather or canvas covers.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

March 12, 1927.

#### TRADE GLEANINGS

The mill of the Lauderdale Oil Mills, Meridian, Miss., is being remodeled at a cost of \$300,000.

P. E. Culver, Seymour, Texas, has installed an abattoir in connection with his retail meat market.

Wendolin Lipp of Broken Bow, Nebr., is erecting an abattoir for use in connection with his meat market.

The Central Market Co., Inc., 64 Pickering Square and 87 Broad Street, Bangor, Maine, is now known as the Penobscot Beef & Provision Co.

The abattoir of the Turvey Packing Co., Blackwell, Okla., of which George Turvey is manager, is being remodeled and enlarged. When finished the plant will have a capacity of about 700 hogs a day.

The firm of Peter Ehrlich and Sons, Inc., plan to erect a sausage, smoked meat and meat specialties plant in Kalamazoo, Mich. The company already has plants in Fort Wayne, South Bend and Gary, Ind., and the new Michigan plant will be used as headquarters.

A new \$25,000,000 stock yards, known as the Union Stockyards of South San Franciscok, Calif., has just been opened there. The president of the new company is William H. Byrnes. After the dedication ceremonies on the day of the opening, guests were entertained with a barbecue.

The Herrud Co., well-known manufacturers of sausage and ready-to-eat meats, Grand Rapids, Mich., are moving into their new \$40,000 building. Capitalization of the company was recently increased from \$35,000 to \$50,000. Officers of the company are: President, Andrew Herrud; vice-president, R. V. Lindeman; secretary and treasurer, Carl S. Herrud.

The meat packing plant of Cadwell, Eisenlauer & Kelly, wholesale meat dealers in Hanford, Calif., will be extended, according to an announcement made by R. R. Cadwell. The firm have just sold their City Meat market, a retail meat shop, to the Justensen Modern Grocery, a chain of stores with headquarters in Redley, Calif., and will continue hereafter in the wholesale meat business only.

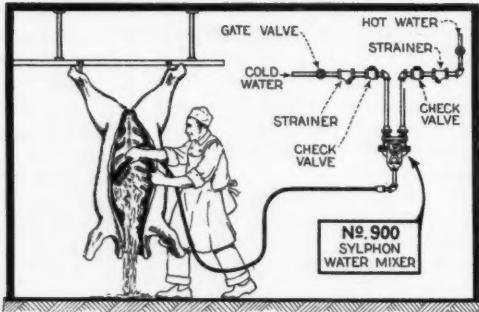
## Sylphon Water Mixers Guarantee Properly Washed Sides of Beef

You know that the final appearance of beef sides in the sales coolers depends absolutely on the temperature of the water used in the wash brushes.

You can be sure of always having water at 100° F. for this operation if you install a Sylphon Water Mixer.

Easily connected to the hot and cold water supply lines, it **automatically** delivers mixed water at the exact temperature for which it is set. The hot water supply must be maintained above this temperature, of course, but the instrument operates dependably in spite of any changes in temperature or pressure of either hot or cold water supply lines. The Sylphon Thermostatic Water Mixer will not get out of order, and requires no supervision whatsoever.

### **Ask for Bulletin NPT-110**



**Syphon Water Mixer installed to supply 100° F. water for the washing of beef sides.**

# THE FULTON COMPANY

**KNOXVILLE, TENN.**  
**Originators and Patentees of the Sylphon Bellows**  
**Sales offices in: NEW YORK, CHICAGO, DETROIT**  
**BOSTON, PHILADELPHIA,**

and all principal cities in the U. S.  
European representatives: Crosby Valve & Engineering Co. Ltd., 41-42 Foley St., London, W. I., England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.

The Sylphon Bellows, used as the motor element in all Sylphon instruments, is the most accurate, flexible and durable temperature control unit known.

#### MEAT AND LARD IN ENGLAND.

The importation of all meats and lard into the United Kingdom during the year 1925 were less by  $1\frac{1}{2}$  per cent than those of the previous year, which totaled 1,514,000 tons, according to the report of the U. S. Department of Commerce. The decrease was accounted for by a reduction in receipts of pork products, with the single exception of fresh pork, bacon having dropped five per cent, hams seven per cent, and lard nine per cent. Fresh pork recorded a gain of 27 per cent.

A forerunner of shifting trade channels may be indicated in decreases in imports of pork products from the United States, Denmark, Sweden and Ireland compared with increases from Holland, The North Baltic States, Russia and Poland.

There is no doubt that Poland, Russia, Latvia, Bulgaria and, to a small degree, Germany, must in 1927 be considered as factors in this trade. This is borne out by the import statistics for the year, which show substantial reductions in receipts from Denmark, United States and Canada with a corresponding increase approaching 100 per cent in amounts received from "other countries."

## A Page for the Packer Salesman

### Must Know Your Industry Packer Sales Manager Says This Is a Vital Point

It's not enough merely to know your product thoroughly, says this packer salesmanager. That is essential, of course, and is the first requirement, but it takes more than that to be a success at selling.

You must keep abreast of the entire industry and know all you can about it and about your competitor.

You should be able to answer questions that your retail customers want to know about the industry in general and about their own problems in particular.

The best way to do this, he says, is to read your trade magazine and keep a scrap book of clippings that interest you or will be of value to you. If you don't some better-informed salesman will come along and take your trade away from you.

Read his letter:

Editor THE NATIONAL PROVISIONER:

The first requirement of a packer salesman, of course, is to know his product. Most of them face keen competition, but if they are fully acquainted with their product—its quality and value, something of how it is made, and its relative price level—they are in an infinitely better position to put their sales over.

Many salesmen, it is true, are well informed regarding their own company, but how much do they know about their competitors or their competitors' methods. What talking points do they have to overcome the competition offered by a better informed salesman?

#### Salesman Should Know His Industry.

The high class, successful salesman knows a good deal about his industry. He does not sell blindly. The salesman who "bluffs it through" may be successful for a while, but he falls down when he faces informed competitors.

A salesman well informed about his industry is a more valuable man to his company than is the one who works on a hand-to-mouth basis. And he is likely to stay in the industry longer; he learns to think of it as "his industry," and takes a pride in it.

Another great advantage that the informed man has lies in his ability to answer questions that arise in the mind of the retailer. Or perhaps the customer has been having trouble with the product he handles or manufactures in a small way.

#### Can "Cash In" on Ability to Help.

The salesman who can help him or can get the information for him stands a much better chance of keeping his good will and his business than the man who can not or will not help.

Any salesman really interested in getting ahead should subscribe to his trade magazine—THE NATIONAL PROVISIONER—and keep a scrap book of every item of

interest to him in every issue. In that way he will be able to keep abreast of his industry and will be able to render the real service that is the basis of success.

Yours truly,  
PACKER SALESMANAGER.

#### THE LOW MAN.

What is more undignified than a man who being avowedly in business to make money is compelled (or thinks he is compelled) to sell for a price that nets him no profit—to take less for an article than it is worth?

He knows he is entitled to a reasonable, margin, he needs it desperately, but—he doesn't know how to get it.

He lacks ability, or what sometimes takes it place, courage. He takes the easiest road although he knows in her heart it leads nowhere but to failure, and becomes that unwholesome, unnatural figure, a "price-cutter."

His sin is more pathetic than malicious.

H. N. Casson says in a current periodical:

"The price cutter is worse than a criminal—he is a fool.

"He not only pulls down the standing of his goods; he not only pulls down his competitors; he pulls down himself and his whole trade. He scuttles the ship in which he, himself, is afloat.

"Who gets the benefit of price cutting? "Nobody."

"No manufacturer can permanently keep up the standard of his goods if the price is persistently cut. Pretty soon he is compelled to use cheaper materials, and to cut down the wages of his workers.

"He admits his own failure as a salesman. He admits he has been defeated according to the Marquis of Queensbury rules of business. He admits he cannot win by fighting fair.

"He brands himself as a hitter-below-the-belt.

"If the business world were dominated by price-cutters, there would be no business at all."

Certainly a price may be too cheap for both buyer and seller.—*The Storm Signal.*

#### PRICE.

Price is the first thing many customers ask when approached by a salesman. It automatically offers the customer a chance to compare your products with inferior grades.

Remember that price means nothing until value is established. Sell your product on its merits—then quote your prices. —*Meat Trade Topics.*



EVERY LIVE SALESMAN'S AMBITION.

### Two Parts to Selling Job

#### Must Collect Accounts Promptly As Well as Sell Meat

There are two parts to your job, Mr. Salesman.

One is to sell as much meat and meat products to as many dealers in your territory as possible. The other is to "follow through" on your sales and make your collections promptly.

Close and harmonious relations between the salesmen and the credit department are essential for best results to both, says an article in *Meat Trade Topics*. It says:

Some salesmen are inclined to chafe under the terms laid down by the credit department in handling dealers' accounts.

Primarily, the duty of a salesman is to sell his company's product on a profitable basis—as much of it to as many dealers as is humanly possible.

#### Volume Alone Not Enough.

A salesman's big volume doesn't mean much to his company if it cannot collect for the meats delivered to his store.

A salesman is judged by his company on the strength of his merchandising value—his ability to sell meats with the minimum of grief accruing to the company on his combined transactions with the respective dealers.

With this thought in mind, it is imperative that the packer's salesman give a thought to the need for a perfect and amicable understanding between himself and the credit department, for if there be the slightest friction, it is bound to be reflected in the salesman's efficiency.

#### Collections Must Be Prompt.

All packers' financing programs are based on a quick turnover of accounts receivable, and any difficulty in getting the dealers' cash works a distinct hardship all along the line.

It should be remembered that the salesman's salary is one of the scores of items involved, to say nothing of live stock purchases and operating expenses.

A successful salesman is, primarily, one who can sell goods to dealers who had no buying thoughts before the visit of the salesman, and who also has the happy faculty of "following through" on his sales; that is, making collections and making them promptly.

On the other hand, if the credit department feels that a certain salesman will go the limit in protecting credits, mainly through close collections, it will feel justified in relying on that particular salesman's orders.

The thought to retain, then, is for salesmen to consider that they are rendering a legitimate service to their companies by keeping close tabs on their collections.

#### His Last Invitation.

"Well, thank heaven, that's over with."  
"What is?"

"I've danced with the hostess. Have you gone through with it yet?"

"No, I don't have to. I'm the host."

## Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for December, 1926, and the year 1926, are compiled by the U. S. Bureau of Agricultural Economics, and announced, with comparisons, as follows:

### CATTLE, CALVES, BEEF AND VEAL.

	December.		January-December.		1926.
	3-year-average <sup>1</sup>	1925.	1926.	3-year-average <sup>1</sup>	1925.
Inspected slaughter:					
Cattle	868,672	926,892	886,805	9,536,210	9,853,039
Calves	394,863	445,471	410,046	4,928,305	5,352,561
Carcasses condemned:					
Cattle	9,771	10,350	8,368	87,525	96,261
Calves	1,116	1,149	971	12,038	11,328
Average live weight:					
Cattle, lbs.	951.13	953.77	972.76	952.20	954.06
Calves, lbs.	182.26	182.03	175.85	178.21	176.03
Average dressed weight:					
Cattle, lbs.	405.25	405.35	514.87	510.04	506.16
Calves, lbs.	103.91	102.92	103.61	100.60	101.46
Total dressed weight (carcass, not including condemned):					
Beef, lbs.	425,658,410	454,009,080	452,280,584	4,818,041,914	4,938,047,833
Veal, lbs.	40,806,402	45,729,620	42,384,261	494,179,529	540,708,687
Storage:					
Beginning of month—					
Fresh beef, lbs.	66,004,000	50,436,000	50,603,000	55,706,000	59,410,000
Cured beef, lbs.	22,926,000	23,128,000	26,374,000	23,082,000	25,577,000
End of month—					
Fresh beef, lbs.	85,623,000	50,850,000	72,352,000	54,810,000	54,888,000
Cured beef, lbs.	25,556,000	25,146,000	28,521,000	23,702,000	23,265,000
Exports: <sup>2</sup>					
Fresh beef and veal, lbs.	286,732	312,063	192,985	3,236,158	3,437,041
Cured beef, lbs.	1,431,232	1,314,233	1,246,764	21,984,735	20,929,897
Canned beef, lbs.	160,153	312,039	257,026	1,802,191	2,173,658
Olive oil and stearine, lbs.	7,106,054	8,726,557	7,404,941	104,347,325	99,366,625
Tallow, lbs.	1,202,926	1,067,889	1,011,144	28,868,344	17,514,444
Imports:					
Fresh beef and veal, lbs.	1,186,220	1,616,438	1,411,206	17,777,006	15,870,070
Receipts, cattle and calves <sup>3</sup>	1,982,977	2,056,242	1,845,681	23,657,696	24,066,684
Stocker and feeder shipments <sup>4</sup>	331,697	333,054	301,233	4,113,980	3,822,839
Cattle on farms January 1	62,150,000	50,829,000			3,712,223
Price per 100 pounds:					
Cattle, average cost for slaughter.	\$ 6.23	\$ 6.80	\$ 7.14	\$ 6.86	\$ 7.11
Calves, average cost for slaughter.	7.70	8.75	9.49	8.06	8.66
At Chicago—					
Cattle, good steers	10.92	10.52	11.23	10.67	11.29
Veal calves	9.68	11.30	11.31	9.66	10.47
At eastern markets—					
Beef carcasses, good grade	15.82	16.43	15.98	16.03	16.59
Veal carcasses, good grade	17.23	10.74	18.66	17.29	17.77

### HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter hogs	5,679,028	4,533,019	4,393,002	40,749,736	43,042,867	40,656,208
Carcasses condemned	19,415	13,609	15,611	190,775	159,208	160,064
Average live weight, lbs.	217.13	224.62	217.48	224.38	225.50	225.06
Average dressed weight, lbs.	164.45	171.26	165.10	170.23	170.46	179.51
Total dressed weight (carcass, not including condemned), lbs.	925,602,260	773,983,881	722,806,314	8,441,466,590	7,322,709,985	7,272,534,141
Lard per 100 pounds live weight, lbs.	15.34	15.12	14.79	16.00	15.04	15.89
Storage:						
Beginning of month—						
Fresh pork, lbs.	52,607,000	27,153,000	55,241,000	144,896,000	128,858,000	100,306,000
Cured pork, lbs.	410,680,000	357,874,000	332,987,000	572,243,000	521,197,000	451,286,000
Lard, lbs.	34,917,000	33,710,000	46,744,000	91,904,000	106,568,000	94,288,000
End of month—						
Fresh pork, lbs.	104,934,000	57,960,000	97,650,000	144,517,000	132,899,000	103,614,000
Cured pork, lbs.	504,550,000	414,259,000	375,107,000	569,930,000	512,672,000	448,190,000
Lard, lbs.	50,956,000	42,478,000	49,092,000	91,726,000	108,012,000	94,884,000
Exports: <sup>2</sup>						
Fresh pork, lbs.	5,146,378	1,370,284	1,330,758	35,771,800	18,820,940	15,594,381
Cured pork, lbs.	52,325,388	42,623,774	35,340,124	667,300,877	404,911,868	380,638,333
Canned pork, lbs.	438,365	568,923	344,317	3,592,373	4,701,886	6,462,458
Sausage, lbs.	858,976	830,204	637,404	11,522,807	11,736,680	8,043,345
Lard, lbs.	83,665,733	70,668,148	64,331,895	912,884,542	707,683,144	717,087,291
Imports:						
Fresh pork, lbs.	283,400	228,375	1,000,780	4,673,071	7,235,379	1,156,400
Receipts of hogs <sup>3</sup>	5,602,932	4,579,974	3,006,928	51,557,682	43,928,755	39,771,594
Stocker and feeder shipments <sup>4</sup>	45,750	76,929	104,875	616,105	531,967	917,074
Hogs on farms Jan. 1	55,769,000	51,223,000				
Price per 100 pounds:						
Average cost for slaughter	\$ 9.02	\$ 11.08	\$ 11.55	\$ 9.14	\$ 11.79	\$ 12.47
At Chicago—						
Live hogs, medium weight	9.25	11.00	11.63	9.51	12.23	12.94
At eastern markets—						
Fresh pork loins, 10-15 lbs.	17.12	21.58	23.18	19.35	22.36	25.91
Shoulders, skinned	18.69	17.40	19.36	13.99	17.85	20.28
Picnics, 6-8 lbs.	12.62	16.21	16.87	12.43	16.14	18.32
Butts, Boston style	16.36	21.54	22.73	16.84	21.44	24.30
Bacon, breakfast	24.08	29.17	28.36	26.17	28.90	30.49
Hams, smoked, 10-12 lbs.	23.08	25.50	28.83	23.49	23.45	31.05
Lard, ticores	16.18	16.38	13.90	15.03	17.78	15.92

### SHEEP, LAMB AND MUTTON.

Inspected slaughter, sheep and lambs	976,905	981,118	1,171,820	11,840,125	12,000,994	12,900,878
Carcasses condemned	1,150	1,150	1,716	13,322	13,805	15,813
Average live weight, lbs.	83.88	85.33	82.99	80.84	81.58	81.34
Average dressed weight, lbs.	39.40	40.28	38.76	38.64	39.00	38.74
Total dressed weight (carcass, not including condemned), lbs.	38,531,060	39,467,875	45,353,580	456,044,137	467,316,014	500,888,268
Storage, fresh lamb and mutton:						
Beginning of month, lbs.	2,296,000	1,549,000	1,666,000	2,731,000	2,825,000	2,394,000
End of month, lbs.	2,421,000	1,820,000	4,556,000	2,655,000	1,730,000	2,622,000
Exports, fresh lamb and mutton <sup>5</sup> , lbs.	67,772	37,899	35,297	1,723,941	1,540,803	1,229,629
Imports, fresh lamb and mutton, lbs.	137,621	223,903	759,727	3,383,749	2,769,882	3,365,043
Receipts of sheep <sup>3</sup>	1,579,507	1,607,882	1,706,108	22,108,808	22,100,393	23,868,133
Stocker and feeder shipments <sup>4</sup>	193,182	218,558	223,280	4,496,544	4,332,260	4,623,445
Sheep on farms Jan. 1, 1926	39,390,000	40,748,000				
Price per 100 lbs:						
Average cost for slaughter	\$13.53	\$14.72	\$11.81	\$13.01	\$14.22	\$12.86
At Chicago—						
Lambs, 84 lbs. down, medium to prime	14.53	15.74	12.12	14.13	15.16	13.75
Sheep, medium to choice	8.13	9.57	5.06	7.54	8.24	7.23
At eastern markets—						
Lamb carcasses, good grade	25.20	27.78	24.03	25.33	26.40	26.20
Mutton, good grade	15.43	16.17	13.24	15.85	15.96	15.32

<sup>1</sup> 1922, 1924, and 1925.

<sup>2</sup> Weighted average, not total.

<sup>3</sup> Simple average, not total.

<sup>4</sup> Including reexports.

<sup>5</sup> Public stockyards.

### Storage Stocks Increase

Storage stocks of pork products throughout the United States on March 1 showed an increase over those on hand a month ago, but the stocks of most meat and of lard are below the 5-year average on that date.

Stocks generally are rather heavy, considering the light run of hogs at the principal markets, and these meats have been put down at a high cost. Should the hog runs maintain their present volume, or increase, it would require very careful merchandising to move this product without loss.

Stocks of provisions in storage in the United States on March 1, 1927, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows:

Mar. 1, '27	Feb. 1, '27	5-yr. av.
lbs.	lbs.	Mar. 1, '26
Beef, frozen	60,620,000	67,431,000
Cured	15,018,000	13,768,000
In cure	12,532,000	14,055,000
Pork, frozen	177,922,000	150,255,000
Beef, S. cured	10,622,000	10,622,000
D. S. in cure	60,049,000	58,084,000
P. cured	158,646,000	127,990,000
L. P. in cure	234,469,000	224,681,000
Lamb and mutton, frozen	4,072,000	4,447,000
Misc. meats	59,224,000	61,791,000
Lard	77,390,000	69,576,000

### EUROPEAN PROVISION CABLES.

The market at Hamburg was weak, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 300 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 87,000, at a top Berlin price of 14.28c a pound, compared with 68,000 at 17.74c a pound, for the same week last year.

The Rotterdam market was slightly firmer, while the market at Liverpool was rather quiet because of a poor consumption demand.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, compared with 15,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending March 4, 1927, was 89,000.

Stocks at Liverpool, March 1, 1927, were:

Bacon (cwt. 112 lbs.)	41,434
Hams, AC (cwt. 112 lbs.)	25,607
Prime steam lard (pounds)	586
Refined lard, tons (2,240 lbs.)	1,503

### Hamburg.

Stocks.	Demand.	Prices Cents per lb.
Refined lard	Med.	@ 14.29
Fat backs, 8 to 10 lbs. None	Poor	
Other fat backs	Med.	
Frozen pork livers	Med.	Poor to Med. @ 5.90
Extra oleo oil	Med.	Poor @ 12.93
Extra oleo stock	Med.	Poor @ 12.59

### Rotterdam.

Extra neutral lard	Med.	15.92 @ 16.70




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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Market Steady—Trade Light—Domestic Demand Fair—Export Demand Slow—Hogs Easier—Receipts Larger—Corn Reserves Comparatively Small.**

The market for hog products the past week has covered rather narrow limits reflecting very light outside interest and a more or less professional trade.

The lard market was somewhat easier, with a lower range in hogs, and influenced by a sharp setback in cotton oil, but the outstanding feature was continued smallness of foreign takings, together with better weather conditions over the west, which permitted an increase in hog arrivals.

### Hog Receipts Steady.

The hog receipts, however, were fairly well absorbed, with packers steadily in evidence in the market, and no important declines occurred, although the average price at Chicago was off to around \$11.40, against \$11.60 the previous week which compared with \$12.10 a year ago.

The bulk of pressure was looked upon as realizing sales and part of the trade was felt to have been closing of spreads between lard and cotton oil. Sentiment continued quite mixed, but there were few who had any decided opinions for the immediate future.

Some of the best posted seaboard factors look upon the lard market as at a reasonable level, but they see little or nothing in the situation at the moment on which to take a decided stand one way or the other.

The large distribution of cotton oil in the domestic trade apparently has not affected the domestic lard demand seriously, as the latter was again reported as good the past week while domestic trade in meats was reported as quite satisfactory for the week. Export demand for lard and meats, however, continues quite disappointing, and the outward movement from the seaboard, while fair, is not totaling sufficiently large to have any vital influence upon the future market.

### Hog Receipts Expected to Decrease.

While the western hog run, recently curtailed by unsatisfactory country roads, has picked up somewhat the past week, and on some days receipts exceeded the totals for the same day last year, nevertheless, the impression prevails that the receipts will quickly run their course and that in the near future the daily total will again be somewhat under the same time a year ago.

Hog slaughterings in the west for the week ended March 5, the first week of the summer season, totaled 582,000 which compared with 616,000 the same time last year.

With evidently as many hogs in the country as a year ago, if not a little more, and with available cotton oil supplies at the present time somewhat larger than last season, there appears to be little prospect for a shortage of fats developing in

the immediate future, and it is this fact that appears to be restricting speculative buying power in both the lard and oil markets to some extent, although the volume of trade in oil, in a speculative way, is greater than it has been in over a year.

### Increase in Farm Reserves.

The Government report on farm reserves of corn was about 60,000,000 bu. larger than the private estimates, but the figures from a feeding standpoint contained much of interest, and would not appear to indicate any burdensome supplies. The farm reserves were placed at 1,113,691,000 bu. which with the visible supply, gave a total available stock of corn of about 1,162,000,000 bu. or approximately

the same amount that disappeared from March 1 to October last year.

The farm reserves were about 200,000,000 bu. under this time last year, when the holdings were about 1,319,000,000 bu. In 1925, the farm reserves however, were only 759,000,000 bu. The average five year reserves have been 1,126,000,000 bu.

There is a disposition to look for another increase in the lard stocks at Chicago the first half of this month, and some are already beginning to count upon the spring run of hogs to market but the recent setbacks have to some extent discounted the latter and it appears as though the market is in a good position to respond to supply and demand conditions.

### Lent Influences Market.

While the stocks of lard are fair they are by no means burdensome, but a good many feel that a great deal in lard depends upon the competition of compound as the warmer weather approaches. At the same time, the market has to go through the season of Lent which ordinarily curtails the demand for meats, and has more or less influence during the Lenten season.

**PORK.**—The market was dull and steady with mess New York \$36.50; family, \$39.50@41.50; and fat backs \$30@33. At Chicago, mess pork was quotable at \$37.00.

**LARD.**—The market was steady with domestic trade fair and export demand slow. At New York, prime western lard quoted at 13.10@13.20c; middle western, 12.90@13.00c; city 12 1/4@12 1/4c; refined Continent, 13 1/4c; South America, 14 1/4c; Brazil kegs, 15 1/4c; compound 11 1/4@11 1/4c. At Chicago regular lard in round lots quoted at March price; loose lard 20c over March, and leaf lard 12 1/2c over March.

**BEEF.**—Demand was fair and the market firm with mess New York quoted at \$19@21; packet, \$19@21; family, \$21@22; Extra India mess \$34@36; No. 1 canned corned beef, \$2.50; No. 2 at \$4.25; 6 lbs. at \$12.75; and pickled tongues \$55@60 nominal.

SEE PAGE 47 FOR LATER MARKETS.

### MEAT CONSUMPTION STEADY.

Meat consumption in the United States during December, 1926, at 1,067,000,000 lbs., was practically unchanged from the November, 1926, figure of 1,066,000,000 lbs. It was, however, a decrease of 23,000,000 lbs. over December, 1925.

The per capita consumption remained steady during the month, being 9.0 lbs. in both November and December. Beef and veal remained at 4.1 lbs. per capita during both months, while pork was steady at 4.6 lbs. per capita for both months. The per capita consumption of lamb and mutton decreased from .4 lb. to .3 lb.

Total consumption of pork amounted to 542,000,000 lbs. in December, 1926, compared with 539,000,000 lbs. in November, 1926, and 563,000,000 lbs. in December, 1925.

Total consumption of beef and veal amounted to 479,000,000 lbs. in December, 1926, compared with 487,000,000 lbs. in November, 1926, and 488,000,000 lbs. in December, 1925.

Total consumption of lamb and mutton amounted to 45,000,000 lbs. in December, 1926, compared with 40,000,000 lbs. in November, 1926, and 39,000,000 lbs. in December, 1925.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

If you want to keep posted on the markets every day, fill out the coupon below and mail it. Subscription is at the rate of \$1 per week, or \$52 per year, payable in advance:

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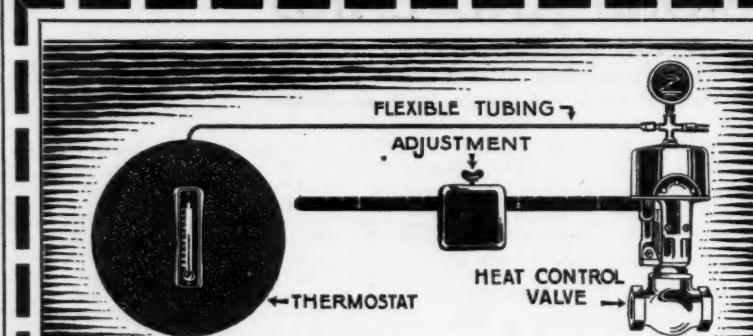
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March 12, 1927.



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NO COMPRESSED AIR SUPPLY REQUIRED

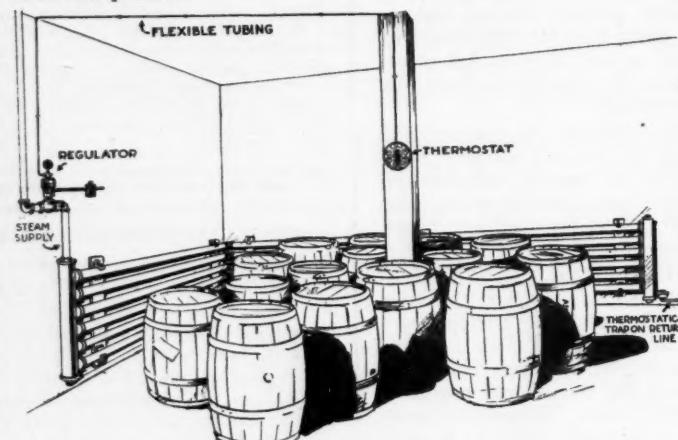
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This Automatic Temperature Regulator is used in Thawing Rooms, Storage Rooms, Offices, Work Rooms, and Warehouses.

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36 years of specialization in temperature control. Offices in 36 cities.

Gentlemen:

Please send me a Powers No. 18 Regulator, the size I have checked below. I want to test it 30 days with the understanding I can return it if I do not think it will be a good investment.

**Regulator and Valve Complete with 50 Feet of Flexible Tubing**

Size	1/2" 3/4" 1" 1 1/4" 1 1/2" 2" 2 1/2" 3" 3 1/2" 4"
Price Low Pressure	\$50 \$55 \$60 \$65 \$70
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State kind of heating system

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**PORK PRODUCTS EXPORTS.**

Exports of pork products from principal ports of the United States during the week ending March 5, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Jan. 1, 1927.	Week ending Mar. 5, 1927.	to Feb. 28, 1927.	Mar. 5, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.
<b>Ham and Shoulders, Including Wiltshires.</b>				
Total	578	2,712	958	13,589
To Belgium	476	2,476	759	11,216
United Kingdom	363	1,926	1,927	98
Other Europe	60	175	92	1,213
Cuba	42	61	108	1,059
Other Countries				
<b>Bacon, Including Cumberlands.</b>				
Total	4,556	3,931	2,486	26,924
To Germany	201	85	85	627
United Kingdom	3,637	3,842	2,212	19,137
Other Europe	657	30	122	4,023
Cuba		1		2,427
Other Countries	61	58	67	710
<b>Lard.</b>				
Total	14,020	17,093	11,573	121,607
To Germany	6,183	6,727	3,111	29,070
Netherlands	861	2,462	1,473	12,030
United Kingdom	3,755	5,200	3,085	38,882
Other Europe	1,447	145	687	11,710
Cuba	148	1,578	1,706	14,821
Other Countries	1,626	981	851	15,094
<b>Pickled Pork.</b>				
Total	165	397	283	3,047
To United Kingdom	26	136	25	424
Other Europe	2			106
Canada	104	138	224	947
Other Countries	33	123	34	1,570
<b>TOTAL EXPORTS BY PORTS WEEK FEB. 26.</b>				
Hams and shoulders, Bacon, Lard	M lbs.	M lbs.	M lbs.	Pickled pork, M lbs.
Total	578	4,556	14,020	165
Boston	191	318	574	2
Detroit	30		282	76
Key West	59		985	
New Orleans	13	3	779	31
New York	3	4,176	10,905	17
Philadelphia				
Portland, Me.	282	59	485	11
<b>DESTINATION OF EXPORTS.</b>				
Hams and shoulders, Bacon, Lard	M lbs.	M lbs.	M lbs.	
Exported to:				
United Kingdom (total)				476
Liverpool				170
London				3
Manchester				607
Glasgow				19
Other United Kingdom				293
				284
Exported to:				Lard, M lbs.
Germany (total)				6,183
Hamburg				6,177
Other Germany				6

**MEAT IMPORTS AT NEW YORK.**

Imports of meats and meat products received at the port of New York for the week ending March 5, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses		50
Canada—Hog carcasses		30
Canada—Pork cuts		55,025 lbs.
Canada—Cooked hams		296 lbs.
Canada—Pork tenderloins		600 lbs.
Canada—Calf livers		67 lbs.
Canada—Smoked pork		8,560 lbs.
Canada—Beef livers		7,217 lbs.
Canada—Beef sweetbreads		560 lbs.
Canada—Ox tongues		10,130 lbs.
Canada—Beef brains		270 lbs.
Canada—Sweet pickled hams		60,413 lbs.
Germany—Sausage in tins		2,184 lbs.
Germany—Smoked pork		3,815 lbs.
Germany—Cooked hams in tins		932 lbs.
Germany—Smoked hams in tins		1,407 lbs.
Czecho-Slovakia—Cooked hams in tins		7,479 lbs.
Czecho-Slovakia—Sausage		1,166 lbs.
Italy—Sausage		3,078 lbs.
Hungary—Sausage		385 lbs.
Holland—Sausage in tins		4,400 lbs.
Uruguay—Meat extract		18,040 lbs.
Uruguay—Canned beef in tins		360,000 lbs.
Ireland—Smoked pork		4,738 lbs.
France—Cooked hams in tins		1,000 lbs.
Argentina—Corned beef in tins		784,528 lbs.
Argentina—Beef extract		3,000 lbs.
Norway—Meat cakes in tins		2,392 lbs.
Denmark—Liver paste in tins		564 lbs.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has been fairly active and easier the past week with quite a little absorption by soapmakers from a basis of 7½c for extra New York, down to 7½c at which level a steadier tone appeared to develop. Sentiment was more mixed, and it was evident that a weakening in cotton oil had some influence, as did an easier trend in some other competing directions.

The possibilities of cotton oil going to the soap kettle at these levels however, is very remote. Generally, it is said that tallow producers are in a fairly satisfactory position again, while the buying, it appears, has mainly been by one of the leading middle west factors.

At Chicago, trading was dull with buyers talking lower prices but sellers not inclined to meet buyers' ideas.

At New York, special was quoted at 7½c; extra at 7½c; and edible about 9c. At Chicago, edible quoted at 9c; fancy at 8½c; prime packer, 8@8½c; No. 1 at 7½@7½c; and No. 2 at 6½c.

At the London auction on Wednesday, March 9th, 1,545 casks were offered, and 387 sold with mutton quoted at 36s6d@37s6d; beef at 36@40s and mixed at 35s6d@36s. At Liverpool, Australian tallow was unchanged with fine quoted at 39s and mixed at 36s3d.

**STEARINE.**—The market at New York was rather quiet, but easier, with some sales of oleo reported at 10½c and the market quoted at that level. At Chicago, stearine was quiet at 10½@11c.

**OLEO OIL.**—The market was rather dull both domestic and export, with the undertone about steady with extra New York quoted at 12½c. At Chicago, extra was quotable at 11½c.

### SEE PAGE 47 FOR LATER MARKETS

**LARD OIL.**—The market was very steady with a better demand in evidence, with edible at New York quoted at 15½c; extra, 12½c; extra winter at 13½c; extra No. 1 at 11½c; No. 1 at 11c; and No. 2 at 10½c.

**NEATSFOOT OIL.**—Improvement in demand made for a firmer tone with pure oil New York quoted at 12½c; extra at 11½c; No. 1 at 11c; and cold test at 16½c.

**GREASES.**—An easier trend in tallow served to bring about an easy undertone in the grease market, particularly as demand for greases was again limited. Sentiment on the whole was more mixed, and there was a feeling that the market was lower to sell particularly with any pressure.

At New York, Yellow quoted 7½@7½c according to quality; house, 7@7½c; A white 8c; B white, 7½@7½c; and choice white all hog at 9½@10c with some betterment in demand for white for export of late.

At Chicago, greases were rather slow with foreign demand for white reported quiet. At Chicago, brown quoted at 6½c; Yellow, 6½@7½c; B white, 7½c; A white, 8½c; and choice white 9c.

### CANADIAN STORAGE STOCKS.

Food commodities in storage in Canada, Feb. 1, 1927, with comparisons, are reported as follows to the U. S. Department of Commerce by Lynn W. Meekins, U. S. Trade Commissioner to Canada:

	Feb. 1, 1927.	Jan. 1, 1927.	Feb. 1, 1926.	5-yr. avg.
Lbs.	Lbs.	Lbs.	Lbs.	
Total—Pork	38,823,357	30,230,303	36,969,633	
Lard	3,676,788	2,798,123	2,656,251	
Beef	25,801,618	27,138,020	20,501,643	
Veal	2,019,407	2,947,452	—	
Mutton and Lamb	5,241,677	5,627,914	3,889,174	

### Packinghouse By-Products

Chicago, March 10, 1927.

#### Blood.

Buyers' demands seem to be pretty well taken care of, and the situation is easing up somewhat.

Unit ammonia.

Ground and unground..... \$4.75@5.00

#### Digester Hog Tankage Materials.

Considerable trading has been reported during the week.

Unit ammonia.

Ground, 11 to 12% ammonia..... \$3.10@5.15

Ground, 6 to 10% ammonia..... 4.50@5.00

Unground, 11 to 13% ammonia..... 5.00@5.25

Unground, 6 to 10% ammonia..... 4.25@4.90

Liquid stick, 7 to 11% ammonia..... 3.25@3.50

#### Fertilizer Materials.

An active demand was shown in this market, and the market continues strong.

Unit ammonia.

High grade, ground, 10-11% ammonia..... \$3.25@3.35

Lower grade, ground & unground, 6-9% am. 2.75@3.15

Hoof meal..... 3.00@3.25

#### Bone Meals.

Bone meals for fertilizer uses are dull because buyers and sellers are apart in their views. Feeding grades are active.

Per Ton.

Raw bone meal..... \$32.00@40.00

Steam, ground..... 28.00@37.00

Steam, unground..... 24.00@30.00

#### Cracklings.

The cracklings market remains strong in the Middle West.

Per Ton.

Hd. prsd. & exp. ungrd., per unit protein..... \$1.20@1.25

Soft pressed pork, ac. grease and quality..... 80.00@85.00

Soft pressed ac. grease and quality..... 50.00@55.00

#### Horns, Bones and Hoofs.

This market is quiet as buyers are bidding \$5 to \$10 below sellers' ideas, and the Oriental outlet is practically closed.

Per Ton.

Horns..... \$50.00@175.00

Round shin bones..... 45.00@50.00

Fish shin bones..... 42.00@45.00

Thigh, blade and buttock bones..... 40.00@45.00

Cattle hoofs..... 35.00@40.00

(Note: Forgoing prices are for mixed carloads of unassorted materials indicated above.)

#### DECEMBER BY-PRODUCT YIELDS.

The estimated yield and production of animal by-products from slaughter under Federal inspection during December, 1926, are reported with comparisons by the U. S. Department of Agriculture as follows:

Class	Average weight per animal		Per cent of live weight		Production	
	Dec. 1, 1925, to Nov. 30, 1926.	Dec., 1926.	Dec. 1, 1925, to Nov. 30, 1926.	Dec., 1926.	Dec. 1, 1925, to Nov. 30, 1926.	Dec., 1926.
Lbs.	Lbs.	P.c.t.	P.c.t.	1,000	1,000	P.c.t.
Edible beef fat <sup>1</sup> .....	37.23	35.29	3.87	3,768,832	26,576	31,000
Edible beef offal.....	20.34	29.24	3.05	287,026	20,538	25,685
Cattle hides.....	65.35	67.75	6.79	667,789	52,353	60,108
Edible calf fat <sup>1</sup> .....	1.18	1.15	0.67	6,093	486	613
Edible calf offal.....	6.49	6.32	3.66	33,513	2,211	2,893
Lard <sup>2</sup> .....	37.46	32.17	15.90	14,791	1,526,067	176,150
Edible hog offal.....	6.32	5.89	2.68	2,711	257,134	25,898
Pork trimmings.....	12.73	12.90	5.40	5,935	517,888	50,575
Inedible greases.....	3.08	2.59	1.31	1,191	126,064	14,870
Sheep edible fat <sup>1</sup> .....	2.19	2.21	2.69	2,600	27,782	2,269
Sheep edible offal.....	1.02	2.07	2.35	2,499	24,398	1,571

<sup>1</sup>Unrendered.

<sup>2</sup>Rendered.

### Gelatine and Glue Stocks.

An active demand featured this market, with prices firmer. Supplies are small.

Per Ton.

Kip and calf stock.....	\$30.00@39.00
Rejected manufacturing bones.....	45.00@47.50
Horn pits.....	37.00@38.00
Cattle jaws, skulls and knuckles.....	37.00@38.00
Sinews, plizzies and hide trimmings.....	24.00@25.00

### Animal Hair.

Hog hair market extremely dull and lifeless.

Per Pound.

Coil and field dried.....	2 @4c
Processed grey.....	4 1/2 @7 1/2c
Black dyed.....	5 1/2 @8c
Cattle switches, each <sup>3</sup> .....	4 @5c

<sup>3</sup>According to count.

### Pig Skins.

Very little trading reported in this market during the week.

Per Pound.

Tanner grades, unassorted.....	7 @7 1/2c
Edible grades, unassorted.....	4 1/2 @4 1/2c

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 11, 1927.—The Eastern market in fertilizer materials is unusually quiet for this season of the year; inquiries are very limited.

Ground tankage sold at \$4.15 & 10c f.o.b. New York, and more is offered at this figure for prompt shipment with no buying interest shown. Unground tankage is also lagging in interest with lower prices being quoted.

Ground dried blood is offered at \$4.35 New York, prompt shipment. South American blood is held at \$4.00 c.i.f. U. S. ports for March-April shipment.

South American ground tankage sold at \$4.15 & 10c c.i.f. Pacific Coast ports for March shipment. This shipment is too late for Atlantic Coast buyers unless it can be bought at much lower prices.

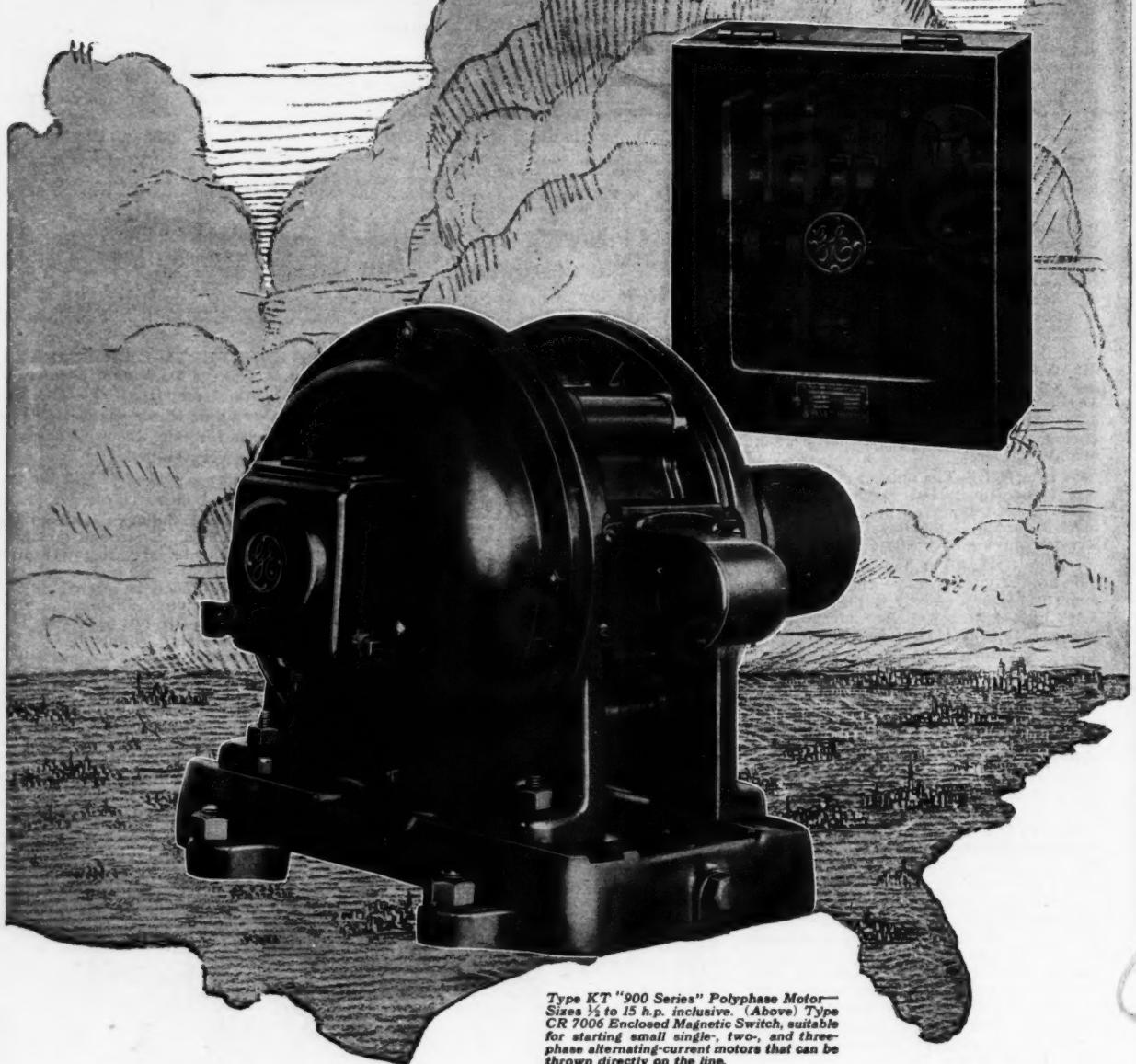
Nitrate of soda is firm at all ports and is actually scarce at some Atlantic Coast ports where as high as \$2.75 is quoted.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Mar. 1 to Mar. 9, 10,687,055 lbs; tallow, none; grease, 1,160,400 lbs; stearine, none.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio  
**Buyers of Beef and Pork Cracklings**  
Both Soft and Hard Pressed

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Type KT "900 Series" Polyphase Motor—  
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When you specify G-E Motorized Power, G-E specialists will study your electric drive problem—they will recommend the form of drive best suited, select the proper motor or motors from the extensive G-E line, include the suitable control equipment, and then see that the installation is satisfactorily made and serviced.

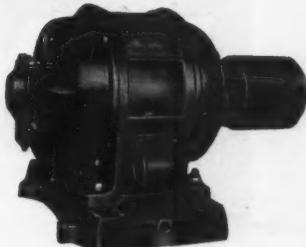
Whatever the circuit requirements or demands of service may be—whether the work be ordinary or extraordinary—whether you need a 1/200 h.p. motor or a giant of 22,000 h.p.—there is a G-E Motor to fit your need.

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G-E Motorized Power is a practical means of increasing the productive ability and capacity of available man-power. "Built in" or connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.

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Type KT "500 Series" Induction Motor  
—Sizes 10 to 200 h.p. inclusive



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—Sizes  $\frac{1}{3}$  to 10 h.p. inclusive



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## Have You Enough Ham Retainers for this Season's Cooking?

In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

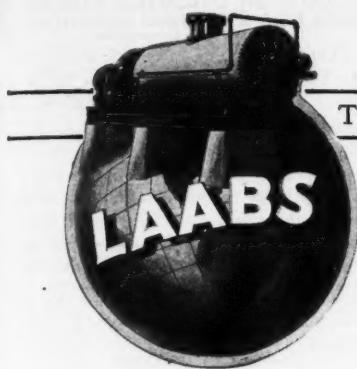
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THE WORLD'S FOREMOST RENDERING UNITS

# Costs of Operations

**C**OSTS of Operations" are divided into classifications, mainly, labor, steam consumption, motor power consumption and upkeep.

**Labor:** One of the outstanding considerations in the packing houses today is the cost of labor. Great efforts are being given to reducing these costs by improving methods of handling the various products, and by the introduction of more efficient labor-saving machines and appliances. The Laabs Equipments are proving extremely valuable in this connection as they materially reduce labor. The degree of their serviceability in this instance is dependent upon conditions. However, for comparison it might be mentioned that, with the Laabs Equipments, up to 50,000 lbs. of raw materials are being handled daily by not more than two men. This does not include labor of bringing materials to the equipments, but from that point takes care of all operations producing finished fats and cracklings.

**Steam Consumption:** It is conservatively estimated by eminent engineers that the steam consumption of the rendering department in the average packing house is between  $\frac{1}{2}$  and  $\frac{3}{4}$  of the total. Think of what it would mean if say half of this could be saved, and that is what the Laabs will do over the old wet system. Steam costs for handling various products will vary. We have made a great many tests of the Laabs Process which show between  $\frac{1}{2}$  to 1 lb. of steam used per

1 lb. of raw material. Check this with your present cost.

**Motor Power Consumption:** This cost will vary considerably, dependent upon materials being rendered and also by the cost of electricity. The consumption will also vary during different stages of the Laabs cooker operations. However, the average consumption is about 3 to 6 kilowatts per 1000 lbs. of raw material rendered. In case expeller type presses are used the average consumption is about 5 to 7 kilowatts per 1000 lbs. of finished pressed cracklings.

In the following article "CONSTRUCTION" of Laabs Cookers will be described. It will show the features of our unstaybolted shell, which is done away with by using a special heavy hammer welded inner tube—this eliminates repair work on leaky staybolts and insures extra strong life to the shell. It will also describe how each and every part has been given special consideration—cast steel cooker heads, charging domes and paddles, special agitator shaft, unusually long stuffing boxes for agitator shaft, special cut gears and a host of other details. This means practically no maintenance man's time.

Their manufacture has been considered just as carefully as the process has—this is voiced by our having received practically no repairs although there are a great many Laabs Cookers in daily use, many of which have been operating for several years.

**LAABS  
SANITARY  
RENDERING  
PROCESS**

# THE ALLBRIGHT-NELL Co.

5323 So. Western Boulevard

CHICAGO

Western Office:  
1731 W. 43rd Pl.,  
Los Angeles, Cal.

Eastern Office:  
1700 Windermere Ave.,  
Baltimore, Md.

March 12, 1927.

**RISE OF COTTONSEED OIL.**

Nature is never a spendthrift. For each article in its vast vegetable and mineral kingdom there is some distinct use—some part it must play in the endless cycle of life.

To some, man attaches no value whatsoever. In fact, he brands them as "nuisances" until he stumbles upon a use for them, investigates, and eventually finds them to be "indispensable." Such has been the history of cotton seed.

Since the beginning of recorded time cotton has been grown for its fiber in various countries, but it was not until 1783, according to L. L. Lamborn, an early authority, that cotton seed was found by the London Society of Arts to contain a vegetable oil.

Following this discovery medals were offered by the Society to any planters of the British islands in the West Indies who would devise means of extracting any oil, cake or meal from cotton seed suitable for livestock feed. Records do not show that these awards were ever claimed.

The earliest record of seed crushing in America is accredited by the Niles Register of 1829 to the machine of a Petersburg, Va., inventor, consisting of a granite cylinder revolving within convex pieces of the same substance, faced and placed in a peculiar manner. A hopper over the stone supplied the seed. A wire sieve under it separates the hull from the kernel.

Dropping through a current of air, it is delivered clean and ready for the press. This machine will probably rank in the country second only to Whitney's gin. The first gallon of oil was sold in Providence, R. I., and was used as an oil for burning in lamps.

For the following forty years practically no advancement was made in the utilization of seed for oil. The Civil War, which cast such an economic stupor over the cotton producing South, hampered further development.

The rapid growth of the cotton oil industry in the early eighties was brought about largely through the efforts of receivers and brokers who were forced to find a market for their oils. Chemists were brought into action and crude oils were refined for edible products, for soap manufacturing and for various other purposes.

From 1890 until 1914 the industry enjoyed normal growth. The beginning of the World War, however, marked a new era of development. Europe's source of supply of various essentials, especially war explosives, was cut off and America was thrown upon her own initiative.

Factories were built overnight, prices of raw materials skyrocketed to as high as

\$67.18 per ton in 1919, and industries hummed with activity.

Following the general depression after the war the cottonseed oil mills, like other industries, settled down to normalcy of price and production. They retained, however, their wartime vigor of investigating new fields of by-products.

Today we think of cottonseed crushing as one of our major industries. And justly does it deserve our esteem. The oil mill has enjoyed a meteoric rise that is without parallel.

In 1867 there were but four small mills in the United States; today there are 762. Sixty years ago legislators condemned cotton seed as a nuisance and enacted laws forbidding the dumping of seed within the town; in 1918 this same seed was marketed for \$383,580,000.

In less than half a century a new enterprise has sprung into being representing millions of dollars of capital and offering employment to thousands of men.

The lowly cotton seed, once a menace to public health, is now a highly respected article of commerce. From it over a hundred by-products are derived.

Remarkable and far-reaching as the cottonseed oil industry is today it is as yet in its infancy. The future gives promise of much further development. There still remain many new fields for the industrial chemist to conquer—many new articles of usefulness to be added to the present list of by-products.

Cotton seed may never enjoy the prestige of cotton lint, but it will always be a power of commerce, an indispensable article of manufacture and a boon to the cotton producing South. If cotton lint is to be titled "King Cotton," then certainly cotton seed should receive the rank of "Crown Prince."—Acco Press.

**TEXAS CRUSHERS TO MEET.**

The annual convention of the Texas Cottonseed Crushers Association will be held in Galveston, Tex., May 30, 31 and June 1, it was announced this week. Headquarters will be at the Hotel Galvez. The Rules Committee will meet there the two days before the convention, holding their sessions May 27 and 28.

**JAN. MARGARINE EXPORTS.**

Margarine, including both animal and vegetable oil products, exported from the United States during January, 1927, amounted to 60,369 lbs., compared with 167,254 lbs., exported during January, 1926, according to reports from the U. S. Bureau of Agricultural Economics.

**PLANTING CONTROL DEFEATED.**

The Parrish bill prohibiting the planting of cotton two years in succession on the same land has been defeated in the Texas House of Representatives. The Agricultural Committee voted eight to four against the bill, and the motion to print the minority report was voted down in the House.

**COTTON OIL MILL YIELDS.**

(Special Report to The National Provisioner from The Ft. Worth Laboratories.)

Fort Worth, Tex., Feb. 26, 1927.—There has been practically no change in milling efficiency during the past month as compared with the previous month. The oil content of the cottonseed continues at a low level as in the previous month.

While the refining tests figures on crude oil do not show any great change, there is a change for the worse in regard to flavor. Considerable oil having a free acid content of less than 2 per cent has a sour flavor. In other respects the oil is prime, in some cases having a color as low as five red.

**SEED ANALYSIS.**

	Moisture	Ammonia	In seed	Oil	Waste
Avg. of all samples	8.67	4.29	16.63	34.6	917
Best sample avg.	8.39	4.34	17.32	36.3	928
Lowest sample avg.	8.58	4.17	15.58	31.9	890
Avg. same mo., '26	8.44	3.98	16.94	35.4	845
Annual avg., '26	8.85	4.38	17.90	37.7	937

**CRUDE OIL.**

	Refining Loss	Color Red	Acid Free
Average of all samples	9.3	6.5	2.3
Best sample average	6.5	6.6	3.0
Lowest sample average	14.4	9.4	4.0
Average same month, 1926	11.4	8.2	3.0
Annual average, 1926	10.5	8.1	2.7

**CAKE AND MEAL.**

Average Analysis.

	Moisture	Ammonia	Protein	Oil	Standard
Avg. all mills	8.13	8.43	43.31	6.52	0.77
Best avg. result	7.35	8.58	44.15	4.98	0.58
Worst avg. result	7.61	8.52	48.84	9.05	0.94
Avg. this mo., '26	8.17	8.31	42.72	6.41	0.77
Annual avg., '26	7.89	8.31	42.67	6.70	0.80

**HULLS.**

Average Analysis.

	Whole Seeds and Meats	Oil in Hulls	Total oil	\$ less per T. seed in exc. of Standard
Avg. all mills	0.00	0.73	0.70	0.12
Best avg. result	0.00	0.43	0.48	0.00
Worst avg. result	0.00	0.96	1.07	0.23
Avg. this mo., '26	0.29	0.76	0.87	0.14
Annual avg., '26	0.10	0.72	0.82	0.13

**CHEMICALS AND SOAP SUPPLIES.**

(Special Report to The National Provisioner.)

New York, Feb. 29, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600 lbs., 9@9½ lb., olive oil foots, 10@10½ lb.

East India Cochin cocoanut oil, 15½ lb., Cochin grade cocoanut oil, domestic, 10½ lb., Ceylon grade cocoanut oil, 10½ lb.

Prime summer yellow cottonseed oil, 11½ lb., raw linseed oil, 10½ lb.

Extra tallow, f.o.b. seller's plant, 7@½ lb., dynamite glycerine, nom., 24 lb., chemically pure glycerine, nom., 27½ lb., saponified glycerine, nom., 18½ lb., crude soap glycerine, nom., 17½ lb., prime packers grease, nom., 7 to 7½ lb.

**OIL MEAL AND CAKE EXPORTS.**

Exports of cottonseed products and oil cake, from the United States, during January, with comparisons, are reported as follows:

	Jan. 1927	Dec. 1926	Jan. 1926
	Tons.	Tons.	Tons.
Cottonseed cake	42,524	53,391	50,662
Other oil cake	169	151	224
Cottonseed meal	38,575	15,516	41,708
Other oil meal	45	140	187

**COTTONSEED OIL EXPORTS.**

Exports of cottonseed oil from New York, Mar. 1 to Mar. 9, 210 bbls.

**THE BLANTON COMPANY**

St. Louis, U. S. A.

Manufacturers of

**BLANCO SHORTENING**

Give Us Your Inquiries

New York

Belling Agencies at  
Philadelphia

Pittsburgh

Memphis

# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Irregular — Sentiment Mixed — Crude Easier — Southern Pressure Light — Cash Demand Limited — Cotton Weather Favorable — Lard About Steady.

A very large trade continued to feature the market for cotton oil futures on the New York Produce Exchange the past week, and prices, after declining about  $\frac{1}{4}$ c per lb. from the season's highs, rallied about  $\frac{1}{4}$ c from the low point.

Increased pressure through commission houses and the locals with mild liquidation, and an easier crude market, served to make for a lower range, but an over-sold condition was disclosed, the result of persistent southern absorption; and a fairly good rally from the low point followed.

### Market Creates Uncertainty.

The larger commission houses were on both sides, while ring sentiment was also pretty well divided. The action of the market created more or less uncertainty and a disposition to look on in some quarters, while on the break it was noticeable that the locals had felt that the decline was a little too rapid and that some natural recovery was in order.

Crude oil eased somewhat to about  $7\frac{1}{8}$ c in the southeast and Valley and sold at  $7\frac{1}{2}$ c in Texas, but the quantity that came out at those figures was not large, and the refusal of mills to let go had quite a little to do with checking the decline. Refiners, on the other hand however, were not inclined to climb for supplies, and in this connection were aided somewhat by the fact that both cash oil and compound demand were rather limited.

### Market Break Scares Consumers.

The break in the market apparently scared out consumers at least for the time being, but notwithstanding this there are some shrewd observers who feel that from April forwards there will be some letup in the extremely large absorption that has been witnessed the past few months.

Consumption during February is estimated at 300,000 to 325,000 bbls. which

compares with about 260,000 bbls. last year. At the same time, there is a disposition to look for March consumption to run somewhat over that month last year, only to be followed by a gradual falling off to more moderate figures.

It was hardly to be expected that distribution would keep up at any such record breaking pace, but it is equally true that the consumption has exceeded a good many expectations to date which in all probability is traceable to the compara-

tively low levels that prevailed earlier in the season.

### Increased Receipts Expected.

It is constantly pointed out in some directions that the visible stocks at the beginning of the month of February would allow distribution of 350,000 bbls. per month the remainder of the season, and allow for a carryover of whatever seed came in during that period. From February to the end of the season last year, about 655,000 tons of seed were received and estimates are that this season, receipts should run at least 1,000,000 to 1,250,000 tons.

With the warm weather rapidly approaching, some are seriously questioning the mill attitude of holding crude, and are inclined to look for more or less liquidation, while those bullishly inclined state that even should this prove to be a factor it would not come into play for several weeks as yet.

The bulk of the trade has been of a speculative character since the turn of the year, and has been the largest witnessed in this market in somewhat over a year. The volume of operations it is felt will continue large, and while it is questionable as to how heavy a load of hedges the market is carrying at present there is a feeling that a good part of the carry-over will be hedged, particularly if the progress of the new cotton crop is satisfactory.

### Weather Favorable to Crop.

The weekly weather report stated that fair progress had been made the past week confirming private reports, while the latter indicated that in South Texas the crop is coming up to a good stand, with present indications pointing to little or no reduction in the Texas acreage in several counties. The acreage question will be a serious factor in cotton oil in the near future, and one that cannot be ignored.

Again this week there was evidence of absorption of bleach oil by a prominent refining interest, and there appeared to be less pressure from the southern source where the talk has it that the bulk of the oil is held. The latter is constantly the topic of discussion, and a great deal of interest is manifested as to the ultimate outcome of what some look upon as a large bull deal.

# ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

March 12, 1927.

**The Best Test**

of the usefulness of a market is the steady increase in the trade on that market.

A glance at the following range of prices on the New Orleans Refined Cotton Seed Oil Future Market, for the week ending Feb. 5, 1927, shows that all active months had their share of business:

Position	High	Low	Close
March	8.63	7.91	8.63 flat
May	8.88	8.23	8.88 flat
July	9.10	8.40	9.05 b
Aug.	9.20	8.53	9.15 b
Sept.	9.00	8.50	9.05 b
Oct.	9.00	8.52	9.00 b

It is proving its value for hedge purposes, and investments and speculative trading is on a steady increase.

ALWAYS USE YOUR COTTON OIL MARKET!

**NEW ORLEANS COTTON EXCHANGE**

New Orleans, La.

Write Trade Extension Committee for information

COTTONSEED OIL—Market transactions:

Friday, March 4, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			950 a		
Mar.	500	965	955	950 a	960
April	200	957	957	950 a	960
May	5300	965	952	954 a	
June	700	960	960	962 a	968
July	22800	981	968	971 a	
Aug.	1600	990	977	982 a	
Sept.	4500	994	978	982 a	
Oct.			952 a	960	

Total Sales, including switches 35,600 bbls. P. Crude S. E. 8c Sales & Bid.

Saturday March 5, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			940 a		
Mar.	200	951	950	940 a	950
April			940 a	950	
May	5000	953	943	946 a	943
June			951 a	960	

**THE EDWARD FLASH CO.**  
29 BROADWAY  
NEW YORK CITY  
**BROKERS EXCLUSIVELY**  
**VEGETABLE OILS**  
In Barrels or Tanks  
**Hardened Edible Cocoanut Oil**  
**COTTON OIL FUTURES**  
On the New York Produce Exchange

## THE NATIONAL PROVISIONER

July	2600	970	961	961 a	...
Aug.	4300	978	975	972 a	974
Sept.	1600	977	975	973 a	974
Oct.			945 a	952	

Total Sales, including switches 13,700 bbls. P. Crude S. E. 8c Sales & Bid.

Monday, March 7, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			935 a		
Mar.	300	940	940	935 a	945
April			930 a	940	
May	4000	942	935	938 a	937
June			945 a	950	
July	7600	960	954	956 a	
Aug.	1000	971	965	964 a	965
Sept.	3500	970	966	964 a	965
Oct.	400	944	938	944 a	

Total Sales, including switches 16,800 bbls. P. Crude S. E. 7 $\frac{1}{2}$ @8c.

Tuesday, March 8, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			950 a	960	
Mar.	200	941	935	940 a	947
April			935 a	945	
May	5500	944	929	942 a	943
June	300	949	933	948 a	958
July	14300	960	945	959 a	
Aug.	3800	970	958	969 a	970
Sept.	3800	970	958	970 a	969
Oct.	300	945	938	943 a	950

Total Sales, including switches 28,200 bbls. P. Crude S. E. 7 $\frac{1}{2}$ @8c.

Wednesday March 9, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			945 a		
Mar.			945 a	960	
April			935 a	955	
May	1700	950	945	943 a	946
June			950 a	960	
July	8600	971	963	964 a	
Aug.	2900	980	975	970 a	975
Sept.	1800	980	971	972 a	974
Oct.	200	958	958	952 a	958

Total Sales, including switches 15,200 bbls. P. Crude S. E. 7 $\frac{1}{2}$ @8c.

Thursday, March 10, 1927.

—Range—				—Closing—	
Sales	High	Low	Bid	Asked	
Spot			950 a		
Mar.			950	950	
April			935 a	950	
May			950 a	949	
June			963	963	
July			972	963	
Aug.			977 a	980	
Sept.			983	970	
Oct.			956	956	

SEE PAGE 47 FOR LATER MARKETS.

**COCONUT OIL.**—The market the past week has been dull and barely steady, with consumers holding off and with resellers said to have more or less control. An easing in tallow has some influence, but until resellers are cleaned up an unsteady feeling will most likely continue.

Crushers continue to hold rather steadily, but sentiment is quite mixed. At New York, tanks were quoted at 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c; while at the Pacific coast resale tanks were quoted at 8c with crushers holding for 8 $\frac{1}{2}$ c.

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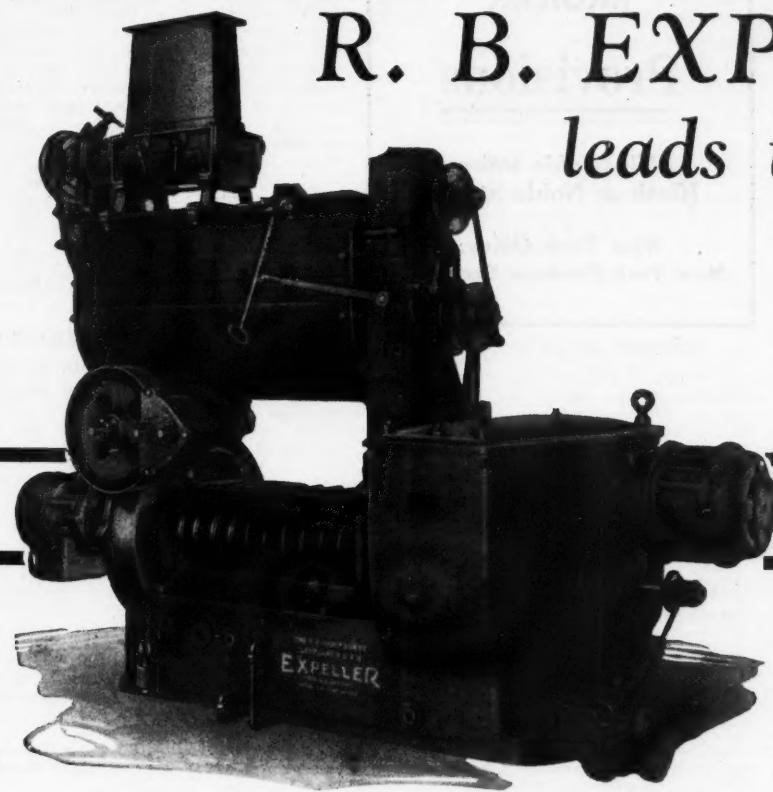
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# The New ANDERSON R. B. EXPELLER

leads in —



Efficiency  
Ease of Operation  
Simplicity  
Output and  
Profits

*For simplicity, strength and ease of operation this new expeller has never been equalled.*

## Direct Motor Drive Gives Easy Control

The expeller is operated by a special high torque motor which is built for us by the General Electric Company and so designed that we can connect it to the drive shaft of the expeller and operate the machine without the use of a clutch or silent chain drive mechanism.

### Two Year Test

This new expeller was thoroughly tested for over two years before being offered to the meat packing industry. The results which we have obtained with it bear out our every claim for it.

It has a greater capacity of cracklings produced, containing an average of 7% fat.

*An Anderson Expeller will save you time and increase your profits from cracklings*

The machine is equipped with an ammeter which registers at all times the amount of power used to operate the expeller. After the operator has determined the amount of power necessary to obtain a certain amount of grease in the cake, he can regulate the amount of grease by the amount of power being used.

### Special Rotary Grease Pump

This pump and the conveyor system in the bottom of the expeller take care of the grease and convey it to the settling tanks. The pump drive is fitted with a friction device which eliminates possibility of breakage should the conveyor or grease line become clogged.

### Write for Complete Information

We can mention only one or two of the features of this new expeller here. Complete information and specifications will gladly be forwarded on request.

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1935 W. 96th Street

Cleveland, Ohio

**Boneless Beef and Veal**  
CAR LOTS BARREL LOTS



742-44 W. 45th Street CHICAGO

Price Quality Service

**Quality Fair Price**



**Sausage and Ready to Eat Meats**

## ARTHUR DYER BROKER

318-320 Produce Exchange  
New York, N. Y.

**Specialties:** All packing house products; all canned goods.  
**Codes:** Armsby's Cross.  
**Territory Covered:** New York City and adjacent.  
**References:** Anyone and everyone who knows me; Bank of America.  
**Established:** Twenty-one years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

## John H. Burns BROKER

Packing House Products

Export Domestic

407 Produce Exchange

NEW YORK CITY

Member New York Produce Exchange  
Cable Address: "Jonburns"  
Codes: Cross, Kelly, Utility (Livestock Ed.), Lieber's (5th Ed.)

## Charles A. Streets, Broker Buying and Selling

Provisions, Fresh Meats, Tallow, Greases, Fertilizer Materials  
Engineers' Bldg. CLEVELAND, O.

## Fred B. Carter BROKER

Packing House Products

24 So. Delaware Ave.  
Philadelphia, Penna.

## F. C. ROGERS

BROKER

## Provisions

**Philadelphia Office:**  
Ninth & Noble Streets

**New York Office:**  
New York Produce Exchange

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 5, 1927, with comparisons:

	Week ending	Cor. week,	
Western dressed meats: Mar. 5.	1926.		
Steers, carcasses	2,500	2,630	2,439
Cows, carcasses	2,915	2,877	1,904
Bulls, carcasses	50	63	42
Veals, carcasses	1,192	1,201	1,085
Lambs, carcasses	13,500	13,520	16,753
Mutton, carcasses	418	411	224
Pork, lbs.	648,188	525,402	431,437

### Local slaughters:

Cattle	1,202	1,080	1,642
Calves	1,098	1,532	2,592
Hogs	11,508	10,766	10,754
Sheep	3,714	3,821	4,410

### ENGLISH PORK IMPORTS.

Pork and bacon receipts at the London Central Markets during January, 1927, reached only 4,076 short tons, a decrease of 29 per cent below the January, 1926, figure. The figures continue to illustrate the predominance of British and Irish pork noticeable since June 1926.

Receipts of Argentine pork show a striking increase, reaching 284 short tons against 58 short tons a year ago.

Figures with comparisons, showing the source of imports of pork and bacon at London central markets during 1927, are as follows:

	1927.	1926.
	Tons.	Tons.
Britain and Ireland	3,021	848
Netherlands	305	4,262
Argentina	284	58
United States	144	104
Canada	49	113
Others	273	402
Total pork and bacon	4,076	5,787

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 5, 1927, with comparisons:

	Week ending	Cor. week,	
Western dressed meats: Mar. 5.	1926.		
Steers, carcasses	2,383	2,701	2,386
Cows, carcasses	901	974	952
Bulls, carcasses	428	386	284
Veals, carcasses	1,985	2,224	1,944
Lambs, carcasses	8,714	9,229	11,066
Mutton, carcasses	949	1,114	1,520
Pork, lbs.	436,151	372,669	611,654

### Local slaughters:

Cattle	2,026	2,057	1,952
Calves	2,733	2,385	2,344
Hogs	18,083	17,250	19,782
Sheep	5,100	6,318	3,002

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 10, 1927, as follows:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$17.00@18.50	\$17.50@18.50	\$16.50@18.50	
Good	15.50@17.00	16.50@17.50	15.50@16.50	16.50@17.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.00@20.00		17.00@19.00	18.50@20.00
Good	16.00@18.00		15.00@17.00	16.50@18.00
STEERS (All Weights):				
Medium	14.00@16.00	15.00@16.50	14.00@15.50	15.00@16.50
Common	12.00@14.00			
COWS:				
Good	14.00@15.00	13.50@14.50	13.00@15.00	13.50@14.50
Medium	13.00@14.00	12.00@13.50	12.00@13.00	12.50@13.50
Common	11.50@13.00	11.00@12.00	10.50@12.00	11.00@12.50
FRESH VEAL (1):				
VEALERS:				
Choice	22.00@23.00		22.00@24.00	23.00@24.00
Good	20.00@22.00		20.00@23.00	21.00@22.00
Medium	17.00@19.00	18.00@18.00	18.00@20.00	18.00@20.00
Common	14.00@17.00	14.00@16.00	15.00@17.00	
CALF CARCASSES (2):				
Choice				17.00@18.00
Good				15.00@17.00
Medium				14.00@15.00
Common				12.00@14.00
FRESH LAMB AND MUTTON:				
LAMB (30-42 lbs.):				
Choice	28.00@30.00	27.00@28.00	27.00@29.00	28.00@30.00
Good	26.00@28.00	25.00@27.00	25.00@28.00	26.00@28.00
LAMB (42-55 lbs.):				
Choice		25.00@27.00	26.00@28.00	26.00@28.00
Good		23.00@25.00	25.00@27.00	23.00@26.00
LAMB (All Weights):				
Medium	24.00@26.00	23.00@25.00	24.00@26.00	25.00@26.00
Common	22.00@24.00		22.00@24.00	
MUTTON (Ewes):				
Good	17.00@18.00	17.00@19.00	16.00@19.00	17.00@18.00
Medium	15.00@17.00	15.00@17.00	15.00@17.00	15.00@16.00
Common	13.00@15.00	13.00@15.00	13.00@15.00	12.00@14.00
FRESH PORK CUTS:				
LOINS:				
6-12 lb. av.	23.00@24.00	24.00@25.00	25.00@27.00	25.50@27.00
12-15 lb. av.	21.00@23.00	23.00@24.00	23.00@25.00	24.50@26.00
15-18 lb. av.	19.50@21.00	20.00@22.00	20.50@22.50	22.00@24.00
18-22 lb. av.	19.00@20.00	19.00@20.00	19.00@21.00	20.00@21.00
SHOULDERS:				
N. Y. Style: Skinned	15.50@17.00		17.00@20.00	18.00@20.00
PICNICS:				
4-6 lb. av.		17.00@18.00		17.00@18.00
6-8 lb. av.		16.00@17.50		16.00@17.00
BUTTS: Boston Style	19.50@21.00		23.00@25.00	21.00@23.00
SPARE RIBS: Half Sheets	14.00@16.00			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	18.00@21.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.



March 12, 1927.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 10, 1927.

**CATTLE**—Starvation supplies naturally had a tonic effect on all grades and weights of fed steers, the week's advance amounting to 25@50c; choice heavies continued in the limelight, but the upturn was well distributed over light and medium weight steers. Practically everything went into beef channels.

Heavy fed steers reached \$13.50, several loads realizing \$12.75@13.25. Few steers scaling 1,400 lbs. or better sold under \$11.75, but light and medium weight kinds predominated, going mostly at \$9.50@12.00.

Nebraskas scaling 1,331 lbs. realized \$12.75, mixed steer and heifer yearlings from that state bringing \$11.35. Best long yearlings stopped at \$12.00, odd lots realizing \$12.50. The trade on she stock was active and strong to 25c higher; bulls gained 25@50c and vealers lost 50c@\$1.00.

**HOGS**—Receipts again small but market generally 25@35c lower for week; lower dressed values principal factor in downturn; late top \$12.15; few lightweights above \$12.00; bulk 150-200 lb. averages \$11.75@12.00; 210-240 lb. weights \$11.45@11.70; most 260-300 lb. butchers \$11.30@11.45; few 320-370 lb. offerings \$11.20 and \$11.25; bulk packing sows \$10.35@10.65; better grade slaughter pigs \$11.75@12.00.

**SHEEP**—Generally small supplies, although larger than the previous week, forced slaughter lambs upward, breaking on the closing day to values mostly steady with a week ago; other classes are mostly unchanged. Choice fed western lambs topped at \$16.25 with best to packers at \$15.60 and woolled lambs \$15.00@15.50 mostly.

Heavy lambs bulked at \$14.25@15.15, with a few extreme weights at \$13.25@

13.75. Clipped lambs bulked at \$12.75@13.75 with woolled culs at \$10.75@11.50. Medium to good fat ewes sold at \$8.00@9.00 with the top at \$9.50. Yearling wethers have been scarce.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., March 10, 1927.

**CATTLE**—Strength again featured the market for fed steers and yearlings, and all weights and grades show an advance for the week of around 25c with some of the inbetween good weighty steers and medium weights up more.

Bulk for the week turned at \$9.00@11.00, with several loads weighty steers \$11.50@12.00, and \$12.15 paid late last week for six loads 1,375 lb. weights. She stock advanced 15@25c; bulls 25@50c; and veals held fully steady.

**HOGS**—The heaviest run of hogs for the year to date put in appearance during the current period. Demand has been

broad from all sources and complete clearances have been effected each day.

While there has been mild fluctuation from day to day, a comparison of Thursday's prices with those of a week ago, shows values steady to 10c lower.

On Thursday of this week, bulk 160-200 lb. lights sold \$11.40@11.50; top, \$11.60; 200-250 lb. butchers, \$11.25@11.40; 250-325 lb. butchers, \$11.00@11.25; packing sows, mostly \$10.00@10.25; stags, \$9.75@10.00.

**SHEEP**—Receipts locally for the period have shown considerable expansion, but outside market centers have shown curtailment, and this tended to help the selling interests. General trend of prices for fat lambs has been upward, although on Thursday of this week there was a slight reaction from the high point reached Wednesday.

Comparisons Thursday with Thursday show fat lamb values around 25c higher. Bulk of fed woolled lambs, \$14.75@15.00; top, \$15.25; season's top made Wednesday at \$15.50; fed clipped lambs, \$13.15@13.50; fat sheep are 25@50c higher; choice yearlings noted at \$13.00; wethers up to \$10.75; fat ewes upward to \$10.00.

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 10, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med-ch.....	\$11.20@11.50	\$11.25@11.80	\$10.75@11.25	\$10.80@11.25	\$11.00@11.20
Med. wt. (200-250 lbs.), med-ch.....	11.35@11.90	11.50@12.00	11.10@11.45	11.15@11.50	11.00@11.50
Lt. wt. (160-200 lbs.), com-ch.....	11.40@12.15	11.65@12.15	11.30@11.90	11.15@11.85	11.35@11.90
Lt. wt. (180-200 lbs.), com-ch.....	11.30@12.15	11.28@12.15	11.35@11.80	11.50@11.50	11.60@12.00
Packing house, smooth and rough.....	10.15@10.85	10.23@10.85	9.75@10.40	9.85@10.60	10.00@10.25
Sightr. pigs (130 lbs. down), med-ch.....	11.25@12.15	11.00@12.00	11.25@12.25	11.75@12.25	12.00@12.50
Av. cost and wt., Wed. (pigs excluded)	11.56-243 lbs.	11.82-222 lbs.	11.23-237 lbs.	11.18-252 lbs.	11.30-239 lbs.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch. ....	11.50@13.50	.....	10.65@12.75	10.60@13.00	.....
STEERS (1,100-1,500 LBS.):					
Choice .....	12.00@13.50	10.75@12.80	11.35@12.75	11.40@13.00	10.75@12.50
Good .....	10.50@13.00	9.50@10.75	9.85@12.00	9.85@12.10	9.50@11.85
Medium .....	9.40@11.50	8.00@ 9.50	7.50@10.25	7.75@10.35	8.15@10.00
Common .....	7.50@ 9.40	7.00@ 8.00	6.00@ 7.50	5.75@ 7.75	6.05@ 8.50
STEERS (1,100 LBS. DOWN):					
Choice .....	11.75@12.75	10.75@12.00	11.25@12.65	11.40@12.65	10.60@11.75
Good .....	9.75@12.00	9.50@10.75	9.40@11.35	9.75@11.40	8.85@10.75
Medium .....	8.75@10.50	8.00@ 9.50	7.35@ 9.85	7.65@ 9.85	7.50@ 9.50
Common .....	7.25@ 9.25	7.00@ 8.00	5.50@ 7.50	5.75@ 7.85	6.50@ 8.00
Canner and cutter .....	6.25@ 7.25	5.75@ 7.00	4.50@ 5.50	4.50@ 5.75	5.75@ 6.75
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)....	9.25@12.50	9.00@11.25	9.00@11.85	9.15@12.00	8.85@11.50
HEIFERS:					
Good-choice (850 lbs. up).....	7.50@11.00	7.50@ 9.50	7.15@10.40	7.40@10.35	7.10@10.50
Common-med. (all weights).....	6.00@ 8.75	5.50@ 8.25	5.50@ 8.15	5.65@ 8.15	5.50@ 8.25
COWS:					
Good to choice.....	6.75@ 8.50	6.25@ 8.50	6.50@ 8.50	6.50@ 8.00	6.25@ 8.00
Common and medium.....	5.25@ 6.75	5.50@ 6.25	5.25@ 6.50	5.25@ 6.50	5.00@ 6.25
Canner and cutter.....	4.25@ 5.25	4.00@ 5.50	4.00@ 5.25	3.90@ 5.25	4.00@ 5.00
BULLS:					
Good-ch. (beef 1,500 lbs. up).....	6.50@ 6.90	5.50@ 6.50	6.50@ 6.75	6.25@ 6.75	6.00@ 6.25
Good-ch. (1,500 lbs. down).....	6.50@ 7.50	5.50@ 7.50	6.50@ 7.00	6.25@ 7.00	6.00@ 6.35
Can-med. (canner and bologna).....	5.75@ 6.90	4.50@ 6.75	5.25@ 6.50	4.75@ 6.25	5.00@ 6.00
CALVES:					
Medium to choice (milk fed. exc.)..	7.00@ 8.50	6.00@ 9.00	6.00@ 8.50	7.00@ 8.75	5.25@ 7.50
Cull-common .....	5.00@ 7.00	5.00@ 6.00	4.50@ 6.00	5.00@ 7.00	4.75@ 5.25
VEALERS:					
Medium to choice.....	9.00@14.00	10.00@14.75	8.50@12.00	8.00@13.00	9.00@13.50
Cull-common .....	6.00@ 9.00	5.00@10.00	5.00@ 8.50	4.50@ 8.00	5.75@ 9.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)....	13.50@16.00	13.50@15.75	13.50@13.35	13.25@15.10	12.75@15.40
Lambs, med-ch. (92 lbs. up).....	11.25@15.35	11.25@15.35	11.25@15.35	11.00@13.25	9.75@12.75
Lambs, com-com. (all weights).....	10.75@13.50	11.00@13.50	11.00@13.50	10.75@13.00	10.50@13.25
Yearling wethers, medium to choice.....	10.75@13.50	10.50@13.50	10.75@13.50	10.50@13.25	10.25@13.50
Ewes, common to choice.....	7.00@ 9.50	6.00@ 9.25	7.00@10.00	6.50@ 9.25	5.75@ 8.75
Ewes, canners and culs.....	2.50@ 7.00	2.50@ 6.00	2.50@ 7.00	2.00@ 6.50	2.00@ 5.75

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National Stock Yards, Ill.

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## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 10, 1927.

CATTLE—Considerable unevenness featured the cattle market for the week ago. Closing levels are from steady to 50c higher. Some of the edge is off the good to choice grades, especially the weightier kinds, and prices are around steady while inbetween grades of fed steers and yearlings are generally 25@50c higher.

Long fed heavy beeves sold up to \$12.90, and choice yearlings scaling around 1,000 lbs. went at \$13.00, but were considered out of line.

Most of the fed steers and yearlings sold from \$8.75@11.50, which included numerous loads of Colorados at \$9.25@11.50.

Fat she-stock met a good demand at 25@50c higher rates while cutter grades held steady to strong. Bulls closed 10@25c higher and vealers are strong with tops at 12.50.

HOGS—A weaker undertone prevailed in the hog trade for the week and closing levels are mostly 25@30c lower than last Thursday. Shippers have been rather liberal buyers of all weights. The week's top reached \$11.90 on selected light lights scaling 140-160 lbs. packing grades are 15@25c lower.

SHEEP—Substantial price gains were scored on fat lambs the first three days of the week, but most of the advance was lost on late days, and closing levels are around 10@15c over a week ago.

The week's top reached \$15.50 on Wednesday's session, while best offerings sold on the close at \$15.10. Aged sheep were very scarce and prices are strong with odd head of fat ewes upward to \$9.50.

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## CATTLE

## HOGS

## CALVES

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EAST ST. LOUIS  
Kennett, Sparks & Co.  
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C. B. Heinemann, Service Manager, Chicago



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LAFAYETTE  
Kennett, Murray & Co.  
D. L. Heath, Mgr.

LOUISVILLE  
P. C. Kennett & Son  
E. N. Oyler, Jr., Mgr.

MONTGOMERY  
Kennett, Murray & Co.  
R. V. Stone, Mgr.

NASHVILLE  
Kennett, Murray & Co.  
G. W. Hicks, Mgr.

OMAHA  
Kennett, Murray & Co.  
R. J. Collins, Mgr.

SIOUX CITY  
Kennett, Murray & Brown  
J. T. Brown, Jr., Mgr.

for the week \$16.00 to outsiders, \$15.75 to big packers; bulk fed lambs, \$15.25@15.75; natives, \$15.00@15.50, culs, \$11.50@12.50; fat ewes, upward to \$9.25.

## ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., March 9, 1927.

CATTLE—Mediumweight steers were steady on lower grades with inbetween and better grades looking 15@40c higher. Lightweights ruled mostly 25@40c higher. Mixed yearlings were not wanted as much as formerly and were fully steady to 10c up, while the stock was mostly 10@25c higher for the period. Bulls slumped slightly and closed recently steady to 25c lower.

Sales of both medium and lightweight steers were made fairly often at \$10.00@10.75, with kinds at \$9.50@9.60 slightly more numerous, while bulk of the run of steers and yearlings sold at \$8.25@9.50. Some less desirable materials cashed downwards to \$8.00 or below.

She stock cashed mostly at \$5.50@7.50, with cutters largely at \$4.25@4.75. Bulls on the medium-grade order sold at \$5.50@6.00, mostly. Vealers were about steady for the period, with sales ranging from \$12.50@13.50; cull and medium grades largely \$7.00 to around \$10.00.

HOGS—Much of the bloom so apparent in the hog market a week ago has disappeared and current prices are 25@40c under a week ago. Desirable 150@200 lb. averages are selling at \$11.50@11.60, lighter averages up to \$11.75, or better, bulk pigs \$12.50. Butchers in the 200@250 lb. class are going at \$11.25@11.40; heavier weights \$11.15@11.25; sows \$10.00@10.25.

SHEEP—Fat lamb values are strong to slightly higher than a week ago, best today \$15.25, with strictly choice grade lambs salable slightly higher. A few odd natives are going at \$14.00@14.50; culs \$10.00@11.00. Best fat ewes are selling at \$8.75.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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## ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., March 8, 1927.

CATTLE—Cattle receipts the first two days this week around 5,000. These were mostly beef steers and yearlings, and included a good showing of Colorado steers. Trade ruled fairly active both days and the market is strong to 15c higher, with better grades possibly higher.

Quality was improved and more good cattle were included than during the previous week. Top steers averaging 1,066 lbs. sold at \$11.25; heavier weights sold at \$11.00, and bulk of all sales ranged \$9.00@10.65. Colorado steers ranged \$9.25@11.00, and Texas meal and hull-feds went at \$9.35.

Mixed yearlings sold up to \$9.75. Butcher classes steady to strong. Choice cows up to \$7.65; most medium to good kinds \$5.50@7.00, and canners and cutters \$4.00@4.75.

Odd head of heifers reached \$10.00; best in load lots \$9.15; and bulk of medium to good kinds \$7.50@8.75. Bulls unchanged, with bolognas mostly \$5.50@6.00; choice grades up to \$6.50. Calves steady; top veals \$12.00.

HOGS—Hog receipts for the two days were light, numbering around 6,700. There was an uneven tone to the trade and prices are little changed with last week's close. To-day's top was \$11.75 on choice lights, and bulk of all sales ranged \$11.10@11.60. Bulk of packing sows \$10.25@10.50.

SHEEP—Sheep receipts were fair, totaling around 14,500 for the week to date. Lambs 40@50c higher, with top kinds to-day at \$15.25 and heavier weights down to \$14.25.

Clips sold \$12.75@13.35. Aged sheep strong to 10c higher. Good ewes sold \$9.25@9.35; wethers \$10.25@11.50; and yearlings \$12.75.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 5, 1927.

## CATTLE.

	Week ending	Prev. week.	Cor. week.
	Mar. 5	Mar. 5	Mar. 5
Chicago	23,276	25,205	25,062
Kansas City	22,494	23,969	23,506
Omaha	21,920	21,510	21,041
East St. Louis	10,635	11,110	9,405
St. Joseph	9,436	8,639	8,632
St. Louis	10,579	11,516	8,624
Cudahy	813	794	703
Fort Worth	6,536	5,529	6,156
Philadelphia	2,036	2,057	1,952
Indianapolis	4,177	5,115	4,122
Boston	1,202	1,080	1,642
New York and Jersey City	9,167	9,228	9,560
Oklahoma City	3,636	5,435	5,197
Total	125,911	131,513	125,052

## HOGS.

	99,500	115,000	110,900
	32,301	29,601	33,248
Kansas City	42,625	39,539	50,624
East St. Louis	31,454	32,201	31,514
St. Joseph	19,603	20,594	21,883
Sioux City	38,235	39,661	34,676
Cudahy	14,351	11,966	6,639
Fort Worth	7,727	7,944	5,874
Philadelphia	18,060	17,650	18,782
Boston	3,532	3,399	1,045
New York and Jersey City	11,598	10,766	10,386
Oklahoma City	48,763	50,676	46,257
Total	406,991	412,316	369,393

## SHEEP.

	47,906	50,548	50,020
	15,322	15,127	21,176
Kansas City	35,012	30,235	44,597
Omaha	8,843	6,927	5,738
East St. Louis	25,467	26,611	25,018
St. Joseph	10,061	6,396	8,648
Cudahy	395	382	341
Fort Worth	1,208	2,388	2,182
Philadelphia	5,100	6,318	3,602
Indianapolis	676	766	708
Boston	3,714	3,821	4,410
New York and Jersey City	55,802	54,256	45,721
Oklahoma City	156	34	11
Total	210,702	208,829	160,172

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 5, 1927, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,156	16,100	15,194
Swift & Co.	5,165	7,490	18,173
Morris & Co.	2,933	3,200	6,028
Wilson Co.	4,751	12,200	7,611
Anglo-Amer. Prov. Co.	1,105	1,600	—
G. H. Hammond Co.	2,285	3,000	—
Libby, McNeill & Libby	881	—	—
Brennan Packing Co.	5,800	hogs	Miller & Hart
Independent Packing Co.	2,400	hogs	Hoyd, Lunham & Co.
Western Packing & Provision Co.	6,900	hogs	Roberts & Oake, 5,800
Others	—	—	hogs; others, 27,200 hogs

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,026	942	3,801	2,614
Cudahy Pkg. Co.	2,460	898	2,724	4,463
Fowler Pkg. Co.	971	10	—	—
Morris & Co.	2,647	877	2,118	2,788
Swift & Co.	2,840	1,196	10,027	3,282
Wilson Co.	4,220	505	12,080	4,999
Local butchers	540	180	1,325	27
Total	16,704	4,608	32,075	18,173

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,206	12,068	11,726
Cudahy Pkg. Co.	4,850	10,895	8,330
Dold Pkg. Co.	1,175	4,594	—
Morris & Co.	3,685	5,847	6,201
Swift & Co.	6,806	9,654	14,777
Eagle Pkg. Co.	9	—	—
Glassburg, M.	7	—	—
Glaser Prov. Co.	12	—	—
Hoffman Bros.	124	—	—
Mayercovich & Vail.	51	—	—
Omaha Pkg. Co.	41	—	—
J. Rife Pkg. Co.	65	—	—
J. Roth & Sons	58	—	—
Scandinavian Pkg. Co.	125	—	—
Lincoln Pkg. Co.	5	—	—
Morrell Pkg. Co.	48	—	—
Nagle Pkg. Co.	110	—	—
Sinclair Pkg. Co.	209	—	—
Wilson & Co.	643	—	—
Kennett-Murray Co.	—	4,425	—
J. W. Murphy	—	6,367	—
Other hog buyers, Omaha	—	16,971	—
Total	22,239	70,731	41,034

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,256	406	3,638	941
Swift & Co.	2,467	1,456	6,561	3,028
Morris & Co.	1,063	521	3,682	707
East Side Pkg. Co.	1,475	327	4,309	—
All others	4,394	1,728	13,854	4,167
Total	10,633	4,438	31,454	8,843

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	8,880	919	9,604	17,312
Armour & Co.	2,043	465	5,336	3,899
Morris & Co.	2,125	427	4,505	4,456
Others	2,338	195	5,677	977
Total	9,886	2,006	25,122	26,444

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	2,904	516	15,923	3,985
Armour & Co.	3,058	502	14,067	3,874
Swift & Co.	1,122	624	8,224	4,276
Sacks Pkg. Co.	223	20	7	—
Smith Bros. Pkg. Co.	48	14	16	—
Local butchers	99	6	—	—
Order buyers and packer shipments	1,991	92	22,030	—
Total	10,075	1,774	60,264	12,138

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,483	512	1,852	25
Wilson & Co.	1,242	318	2,389	131
Other butchers	81	—	372	—
Total	2,806	830	4,617	156

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,288	7,366	7,438	518
U. D. B. Co., N. Y.	65	—	—	—
The Layton Co.	—	—	576	—
Armour & Co., Milw.	385	3,692	—	—
N. Y. B. D. M. Co., N. Y.	34	—	396	—
Swift, Baltimore, Md.	—	—	552	—
Corkran Hill, Baltim.	—	—	387	—
Butchers	240	331	53	130
Others	143	74	11	1
Total	2,533	11,507	9,493	640

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	897	653	7,413	1,314
Dold Pkg. Co.	421	15	4,023	—
Local butchers	198	—	—	—
Total	1,516	668	11,436	1,314

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	584	78	2,523	3,525
Armour & Co.	657	83	3,026	979
Blayne-Murphy Co.	510	80	1,189	—
Others	300	200	439	182
Total	1,991	441	7,177	4,666

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,851	4,940	17,737	2,328
Cudahy Pkg. Co.	295	1,918	—	—
Hertz Bros.	174	31	—	—
Swift & Co.	4,089	8,307	21,978	3,945
United Pkg. Co.	1,377	114	—	—
Others	656	1,020	14,141	248
Total	9,442	16,330	53,856	6,521

## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES.**—There was a fair movement in the packer hide market during the week, around 40,000 hides reported sold. Light native cows advanced another  $\frac{1}{4}$ c for regular points while St. Pauls sold  $\frac{1}{2}$ c over previous price; other descriptions moved at steady prices. The call is particularly for cow hides. When the trading was over at the end of last week, the total movement was found to cover around 300,000 hides for that week. With the moderate sales this week, packers have fairly well cleaned up stocks again, right into kill on most descriptions, and a firm market appears to be in prospect for the time being.

Spready native steers last sold at 16c for a car of Jan.-Feb. take-off, late last week. Around 3,700 heavy native steers sold this week at 14c, and previous sales late last week at same figure. One car of St. Paul extreme native steers sold at 14c, with last trading at 13 $\frac{1}{2}$ c for regular points.

Butt branded steers inactive; last trading at 13 $\frac{1}{2}$ c and some asking 14c. Colorados were sold by three packers, a total of 8,700 bringing 13c. Heavy Texas steers last sold at 13 $\frac{1}{2}$ c, light Texas steers at 12 $\frac{1}{2}$ c and extreme light Texas steers moved with branded cows at 12c.

Several packers sold heavy native cows, around 8,000 bringing 12 $\frac{1}{2}$ c for regular points; a few St. Paul heavy native cows sold at 13c. Around eight cars of light native cows sold at 13 $\frac{1}{2}$ c for Feb.-March, regular points, this being a further advance of  $\frac{1}{4}$ c over last week. One packer sold 1,000 St. Paul light native cows early at 13 $\frac{1}{2}$ c, and another killer sold 2,000 later at 14c, this being full  $\frac{1}{2}$ c over last week's figure. Two cars of branded cows sold early at 12c, a steady price; there is a good demand at 12c but this figure later declined.

Native bulls last sold at 9 $\frac{1}{2}$ c for Jan.-Feb.; branded bulls last moved at 8c for Jan.-Feb., all points.

**SMALL PACKER HIDES.**—Market inactive locally but talked a shade stronger, based on recent sales of big packer light native cows at  $\frac{1}{2}$ c advance over price two weeks ago. At that time, most local killers cleaned out March productions at 12 $\frac{1}{2}$ c for all-weight native steers and cows and 11 $\frac{1}{2}$ c for branded; native bulls sold at 9c and branded bulls 8c. One local killer not offering March hides; another killer has recently sold productions of outside plants at above prices. A few outside lots have moved around  $\frac{1}{2}$ c under these figures, delivered.

**COUNTRY HIDES.**—Country hides continue firm, with offerings moderate. Good all-weights rather scarce and 12@12 $\frac{1}{2}$ c, selected, delivered, has been paid for prompt delivery, around 47 lb. average. Heavy steers quoted at 10 $\frac{1}{2}$ @11c; heavy cows, 10@10 $\frac{1}{2}$ c. Good 45-60 lb. buffs have sold at 12c; some sales at 11 $\frac{1}{2}$ c for buffs with moderate percentage of grubs. Extremes firmer, up to 14 $\frac{1}{2}$ c being asked for good 25-45 lb. weights; 25-50 lb. weights priced at 13 $\frac{1}{2}$ @14c. Bulls quiet and priced at 7 $\frac{1}{2}$ @8c, selected. All-weight western branded quoted at 10@10 $\frac{1}{2}$ c, Chgo. freight.

**CALFSKINS.**—Packer calfskin market fairly active. One killer moved around 32,000 Jan.-Feb. skins; prices not disclosed but generally understood to have been 17 $\frac{1}{2}$ c for picked points, 17c for regular points and 16 $\frac{1}{2}$ c for southerns.

First salted Chicago city calfskins last moved at 17c for 8-10 lb. and 16 $\frac{1}{2}$ c for

10-15 lb. weights; the light skins now talked a shade easier. Outside city skins quoted around 16c. Resalted lots priced at 14@15c, selected. Straight countries quoted around 13 $\frac{1}{2}$ c.

**KIPSKINS.**—One packer sold around 8,000 kipskins; understood to have received 16 $\frac{1}{2}$ c for natives, 16c for overweights and 14c for branded.

First salted Chicago city kips last sold at 15 $\frac{1}{2}$ c; some ask a shade higher. Outside city kips quoted around 15 $\frac{1}{2}$ c. Resalted lots quoted at 13 $\frac{1}{2}$ @15c, selected. Straight countries around 13 $\frac{1}{2}$ c asked.

Packer regular slunks quoted at \$1.51@1.25. Hairless slunks quoted at from 70c up to 80c, according to percentage of No. 2's.

**HORSEHIDES.**—Horsehides rather quiet; demand fair. Choice renderers priced at \$5.00@5.25. Good mixed lots, averaging around 60 lbs., have sold at \$4.75, while some ordinary mixed lots have sold at \$4.25, flat.

**SHEEPSKINS.**—Dry pelts quoted at 22@24c per lb., according to section. Some activity in shearlings; one packer sold a car at \$1.05 and this could be obtained for more No. 1's, if available. One car sold at 95c, and two cars reported at 92 $\frac{1}{2}$ c, these reported as running around 20 per cent No. 1's. Production running mostly to No. 2's at this season. Pickled skins a shade firmer; one car reported sold at \$7.25 per doz. at Chicago and this figure now generally asked. Packer wool lambs priced around \$3.25 per cwt. live lamb at Chicago.

**PIGSKINS.**—No. 1 pigskin strips quiet and a shade easier; production has been heavy and buyers' immediate requirements appear to have been taken care of. Market quoted nominally 7@7 $\frac{1}{2}$ c. Gelatine stocks quiet and quoted at 4 $\frac{1}{2}$ c, Chicago, on basis of recent sales and contracting by large producers for the year.

### New York.

**PACKER HIDES.**—City packer hide market active and strong. Following the heavy trading in the West at steady prices at the end of last week, city packers moved their entire February productions of both native and branded steers, obtaining full Chicago prices for entire list; around 30,000 hides were sold. Native steers brought 14c, butt branded steers 13 $\frac{1}{2}$ c, and Colorados 13c. Buyers are showing considerably more interest. March hides not yet offered but killers talking  $\frac{1}{2}$ c advance for March stocks.

**COUNTRY HIDES.**—Country hides strong and in good demand. Dealers generally asking higher prices. Extremes offered sparingly around 14c for 25-45 lb. weights, some held higher. Buffs firmly held and better demand for bulls.

**CALFSKINS.**—Calfskins in slightly better demand. Some interest in 5-7's, which are held at \$1.90; some 7-9's reported to have sold at \$1.85 but unconfirmed, and \$1.90 generally asked; the 9-12's are held at \$2.70.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending March 5, 1927, 4,519,000 lbs.; previous week, 4,894,000 lbs.; same week, 1926, 3,175,000 lbs.; from Jan. 1 to March 5, 46,367,000 lbs.; same period, 1926, 30,548,000 lbs.

Shipments of hides from Chicago for the week ending March 5, 1927, 5,399,000 lbs.; previous week, 6,540,000 lbs.; same week, 1926, 5,128,000 lbs.; from Jan. 1 to March 5, 52,477,000 lbs.; same period, 1926, 51,984,000 lbs.

### LESS GERMAN LIVESTOCK.

Rapid recovery in the population of all classes of German livestock in 1926 compared with 1912 is shown in the livestock census recently issued by the German government. The figures cover the whole of Germany with the exception of the Saar district, and are as of December 1, 1926.

The 1926 figures compared with the previous year and 1912 are as follows:

Hogs:	
1926	19,412,389
1925	16,199,573
1912	22,533,393
Young cattle (3 months to 2 years):	
1926	4,930,630
1925	5,044,086
1912	5,448,671
Cows (incl. milk cows):	
1926	10,066,617
1925	9,958,048
1924	9,742,143
1912	9,972,572
Calves (under 3 months):	
1926	1,405,252
1925	1,326,460
1912	1,684,346
Bulls, steers, oxen:	
1926	792,810
1925	873,742
1912	1,368,785
Sheep:	
1926	4,083,934
1925	4,752,833
1924	5,735,147
1912	4,987,827

These figures show that the 1926 population of hogs is only 14 per cent below that of 1912; cattle 7 per cent under 1912 and sheep 18 per cent less.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 12, 1927, with comparisons, are reported as follows:

PACKER HIDES.			
Week ending	Week ending	Cor. week	
Mar. 12, '27	Mar. 5, '27	1926	
Spready native Steers	@16	15	@15 $\frac{1}{2}$ n
Heavy native steers	@14		@12 $\frac{1}{2}$
Heavy Texas steers	@13 $\frac{1}{2}$		@12
Heavy butt branded steers	@13 $\frac{1}{2}$		@12
Heavy Colorado steers	@13		@11 $\frac{1}{2}$
Ex-Prod. Texas steers	@12		@11
Branded cows ..	@12		@10 $\frac{1}{2}$
Heavy native cows ..	@12 $\frac{1}{2}$		@10 $\frac{1}{2}$
Light native cows ..	@13 $\frac{1}{2}$	13	@13 $\frac{1}{2}$
Native bulls ..	@9 $\frac{1}{2}$		@9 $\frac{1}{2}$
Branded bulls ..	@8		@8
Calfskins ..	17 $\frac{1}{2}$ N@16 $\frac{1}{2}$ S		@17 $\frac{1}{2}$
Kips ..	16 $\frac{1}{2}$ @17		@17
Kips, overwt. ..	@16	16	@17n
Kips, branded ..	@14	13 $\frac{1}{2}$ @14n	@13 $\frac{1}{2}$
Slunks, regular. 1.15@1.25		1.25n	@85
Slunks, hairless. 70	@75	@75n	50
Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Week ending	Week ending	Cor. week	
Mar. 12, '27	Mar. 5, '27	1926	
Natives, all weights ..	12 $\frac{1}{2}$ @13n		12 $\frac{1}{2}$ n
Branded hds. ..	11 $\frac{1}{2}$ @12n		11 $\frac{1}{2}$ n
Bulls, native ..	@9		@10
Branded bulls ..	@8		@8
Calfskins ..	16 $\frac{1}{2}$ @17	16	@16 $\frac{1}{2}$
Kips ..	15 $\frac{1}{2}$ @16	15 $\frac{1}{2}$ @16	@15 $\frac{1}{2}$ n
Slunks, regular. 1.15@1.25		1.25n	@85
Slunks, hairless. 70	@75	@75n	50
Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.			

COUNTRY HIDES.			
Week ending	Week ending	Cor. week	
Mar. 12, '27	Mar. 5, '27	1926	
Heavy steers ..	10 $\frac{1}{2}$ @11	10 $\frac{1}{2}$ @11	11@11 $\frac{1}{2}$
Heavy cows ..	10	10 $\frac{1}{2}$	9 $\frac{1}{2}$ @10 $\frac{1}{2}$
Butts ..	11 $\frac{1}{2}$ @12	11 $\frac{1}{2}$ @12	9 $\frac{1}{2}$ @10
Extremes ..	13 $\frac{1}{2}$ @14 $\frac{1}{2}$ ax	13	@14ax 11@12
Bulls ..	7 $\frac{1}{2}$ @8ax	7 $\frac{1}{2}$ @8ax	7 $\frac{1}{2}$ @8
Calfskins ..	@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ ax	14@15
Kips ..	@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ ax	12@13
Light calf ..	1.00@1.10	1.00@1.10	80@90
Deacons ..	1.00@1.10	1.00@1.10	70@80
Slunks, regular. 60	@70	60@70	70@80
Slunks, hairless. 15	@25	15@25	25@30
Horsehides ..	4.25@5.25	4.00@5.25	4.00@5.25
Hogskins ..	@40ax	35@40	25@30

SHEEPSKINS.			
Week ending	Week ending	Cor. week	
Mar. 12, '27	Mar. 5, '27	1926	
Packer lambs ..	1.80@2.00	2.00@2.50	2.25@2.50
Pkrs. shearlings ..	1.00@1.05	1.00@1.05	1.10@1.15
Dry pelts ..	22@24	22@25	23@25

## ICE AND REFRIGERATION

### ICE NOTES.

The General Utilities & Operating Co. plan to erect a light, ice and cold storage plant in Monticello, Fla.

The Adel Ice & Cold Storage Co. will erect a new plant in Adel, Ga.

The Ocean Springs Ice & Coal Co. are building a cold storage and ice plant on Jackson avenue, Ocean Springs, Miss.

The Rockwell Ice and Storage Co., of which W. J. Risinger is vice-president, plan to erect a cold storage and ice plant in Camden, Ark. This company was recently incorporated with a capital stock of \$60,000.

The Jefferson County Power Co. plan to erect a 15,000 cu. ft. cold storage building in Monticello, Fla.

A cold storage plant which will cost

about \$30,000 is to be erected in Albany, Ga., by Sidney and Lee Sterne, owners of Georgia Commission Co., Booker street.

The Mississippi Ice & Utilities Co., Pascagoula, Miss., is erecting a cold storage plant and ice depot at Moss Point, Miss. H. F. Gautier is the local manager of the company.

A large commercial cold storage plant is being built at Muskogee, Okla., by the Southern Ice and Utilities Co., of which James M. Allen is the manager.

The City Commissioners of Leesburg, Va., plan to erect a three car capacity storage plant in the city.

Charles Hinson and J. H. Stephens have incorporated the Williston Ice and Cold Storage Co. at Williston, Fla., with a capital stock of \$20,000.

W. O. and L. L. Duke plan to erect a 15-ton ice and cold storage plant in Adel, Ga.

### STATE COLD STORAGE LAWS.

Issuance of Government certificates of quality on perishable products does not relieve owners of the products of the necessity for complying with state laws covering the labeling of cold storage commodities, the Bureau of Agricultural Economics, United States Department of Agriculture, has announced in response to requests for a ruling on the subject.

The occasion for these requests has been the publication of advertisements recently, one of which features the words, "Forget the Words Cold Storage," and includes, among other things, the statement prominently displayed that "you can avoid labeling your carton cold storage by processing your eggs and using the United States Certificate of Quality."

"The attitude of the bureau, toward the marking of perishable products as 'cold storage,'" according to the announcement, "is that wherever there is a State law requiring that goods be so marked, the State law should be complied with fully wherever it is applicable.

"The certificates of quality referred to are a part of the inspection service conducted by this bureau on butter and eggs and their form and use is described in Service and Regulatory Announcement No. 96, Supplement 1. The certificate of quality is merely a convenient method of carrying to the consumer the information contained on the official inspection certificate, obtained by the distributors as to the quality and condition of the goods covered by such certificate.

"Certificates of quality can be used only when supported by an official inspection certificate for the wholesale lot. That inspection service and the certificates of quality authorized thereunder are purely voluntary and in no way affect the requirements of any State laws with respect to the marking of goods as cold storage or the processing in any manner and are intended merely to show the actual quality and condition of the goods at the time of inspection regardless of their history.

"The bureau is of the opinion that many of the legal and marketing difficulties arising in connection with the administration of various State laws relating to the marking of perishable products handled through cold storage warehouses might be minimized by the sale of such commodities according to definite quality standards."

### LESS U. S. PORK IN ITALY.

Imports of American pork products into Italy have declined sharply in the last 3 years, according to reports to the U. S. Department of Agriculture by H. C. MacLean, American Commercial Attaché at Rome. In a market which formerly depended almost entirely upon the United States for imported lard and fat backs, lard imports from the United States for 1926 reached only 2,268,000 lbs. against 7,138,000 lbs. in 1924.

In fat backs, the decline is even more striking, imports of the United States product standing at 1,078,000 lbs. for 1926 against 22,466,000 lbs. in 1924.

Among the several reasons advanced for this situation, the important ones are: 1, Increasing domestic production, which has cut down the total imports of all pork products; 2, Successful competition from European sources, and 3, The tendency of Italians to avoid meat products in times of relatively depressed industrial activity.



The New Mark Hopkins Hotel, San Francisco, Cal., nearing completion. Mundet Jointite Cork Pipe Covering was used throughout on the cold pipe lines.

## For Covering Pipe

Discriminating plant owners are rapidly learning that wherever there are cold pipe lines it pays to cover them with

**Mundet**  
**Jointite**  
TRADE MARK  
**Cork**  
**Pipe**  
**Covering**

Cork is ideal because of its remarkably low heat transmission, its natural waterproofness, its limitless life, and low cost of installation. It is a very simple matter, with the half sections of perfect-fitting covers, to insulate PROPERLY many more feet of pipe per day with cork than is possible with any other covering.

Our Practical Refrigerating Engineers cover the entire United States. They will gladly help you with any cold insulation problem. No obligation whatever. We manufacture, sell, and install, complete.

**L. MUNDET & SON, Inc.**

Hillside, New Jersey

Established 1865

New York Office: 461 Eighth Ave.

Also Manufacturers of Jointite Pure Cork Board for all cold insulating purposes



## A New Invention—

### The Browne Defroster

Surplus frost on refrigerant-coils blocks circulation. It causes a lot of work. Removing frost frequently requires shutting off the refrigeration.

All this is eliminated with the Browne Defroster, a simple little machine that will do the work of many men in one hour. The Browne Defroster is guaranteed to remove rapidly the accumulated frost from the pipes without interfering with the refrigeration or temperature of the rooms.

The saving in labor, refrigeration and power bill quickly pays for this necessary unit.

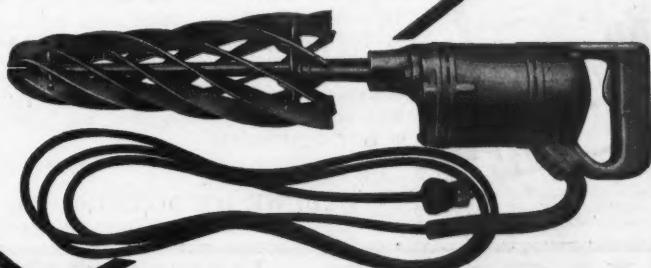
A wonderful tool.

*Write the manufacturer for detailed information and price and state what voltage.*

### Milton W. Browne

Consulting Expert

3103 Coleman Road Kansas City, Mo.  
Inventor and Manufacturer of The Browne Defroster and Browne Cold Air Circulation and Humidity Control System



Patented U. S. Oct. 12, 1926—all rights reserved in all foreign countries.

### INSULATING PACKERS' ROOFS.

Condensation on the ceiling of the room has "played hob" with the product of many a meat packer or sausage maker. Quite often much of the work of preparing, stuffing and cooking sausage, for instance, is done on the top floor of the building, and when the warm, moist air of the room strikes the cool ceiling, condensation and a consequent dripping into the product is the result.

To overcome this difficulty, many packers and sausage makers are putting insulation on the roofs of their plants, cork-board slabs being commonly used. This not only prevents condensation and dripping, but by preventing transmission of heat through the roof, saves coal in winter and keeps the room cooler in summer.

To explain some of the advantages of corkboard roof insulation and to show methods of applying it, the United Cork Companies, of Lyndhurst, N. J., have issued an attractively prepared catalog entitled "Crescent Corkboard Roof Insulation." It is well gotten up and profusely illustrated, and is a valuable handbook on roof insulation in general, being filled, as it is, with interesting data and information.

### COLD STORAGE IN AFRICA.

A plea for cold storage plants to be established by the government on the coast and inland, in Pretoria, South Africa, was made recently by cattle breeders in Pretoria, meeting under the auspices of the South African Agricultural Union. The conference emphasized the fact that it was necessary for the government to place the industry on a sound footing, and urged the establishment of adequate cold storage space to care for the growing demands.

**The "YORK" Effectually Provides That DRY, MOISTURE-FREE and SANITARY Refrigeration**

so necessary for the preservation and improvement of food supplies.  
It is economical, easily installed and easy to run.  
Write for our new Bulletin 94.

**YORK Manufacturing Company**  
Ice Making and Refrigerating Machinery Exclusively  
York, Penna.

### Cold Storage Insulation

All Kinds of Refrigerator Construction

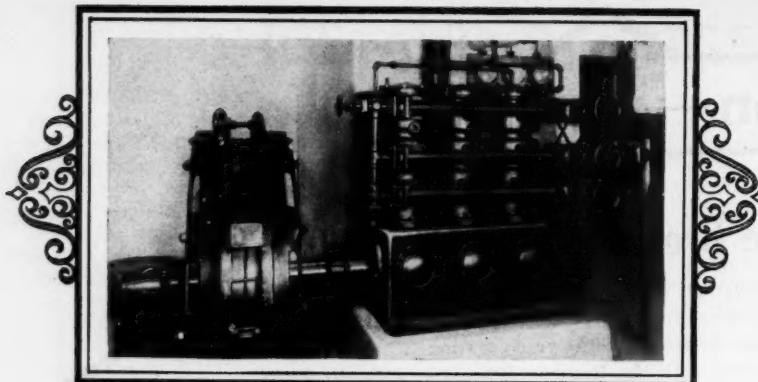
Glenwood Avenue  
West 22nd St.

**JOHN R. LIVEZEY**

PHILADELPHIA, PA.

When you write the advertiser, mention THE NATIONAL PROVISIONER

March 12, 1927.



## COLD~as you want it with a HOWE



Send for our complete catalog showing HOWE machines and installations

Howe Multiple Effect compressors are designed to operate at two different low pressures, making it possible to maintain high and low temperatures with one machine at a decided saving in power consumption.

Why buy two compressors when one will take care of your requirements?

Howe compressors are built in all sizes to meet any refrigeration problem.

HOWE ICE MACHINE CO.  
2825 Montrose Avenue, Chicago

## HOWE Dependable Refrigeration

### STEVENSON'S 1922

#### "Man Size" Door Closer

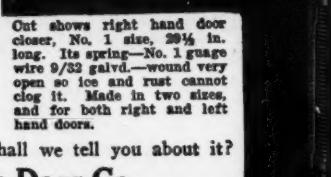
stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50      No. 2 (23½ in.) \$8.50  
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.  
1511 West Fourth St.



**PORK IN THE WORLD WAR.**  
(Continued from page 26)

ordered out of German waters and the Allied naval forces were distributed so as to bring further pressure if needed.

These were the provisions deemed necessary by the Allied governments and in large measure they prevailed over the protests of American representatives who did not believe, in view of Germany's condition, that such minute provisions, involving serious interruption of trade and business, were necessary.

In conformity with Mr. Hoover's ideas, the Supreme War Council permitted the United States Food Administration to continue its food deliveries throughout the period when Germany's acceptance of the peace terms remained to be signified.

The great increase in the risks assumed by the United States Food Administration in its enormous shipments of food to Germany and contiguous countries was

brought before the Supreme Economic Council at several times and Mr. Hoover finally secured a resolution through that body stating that any losses suffered by the United States Food Administration through the reimposition of the blockade on Germany should be regarded as a joint Allied responsibility. However, no losses were suffered on this account.

#### Blockade Finally Lifted.

The blockade of Germany was finally raised on the first of July, 1919, as soon as information had been received that the Treaty of Peace had been accepted by Germany.

The long-continued blockade of Germany undoubtedly had an important effect upon all the countries of the world and was one of the significant causes of the enormous speculative rise in prices in the latter part of 1919.

Testifying before a subcommittee of the United States House of Representatives at

a session held in Paris on September 2, 1919, Mr. Hoover said apropos of this subject:

"The problem has to be stated a little bit at length. In the first place, to get back to the last four months, the delay in the termination of the blockade is, to my mind, the root of the present difficulties.

#### Speculating on Demands from Central Europe.

"The whole commercial world, dealing in food and other commodities as well, has conceived that there was an enormous vacuum to be filled in Central and Eastern Europe with food supplies and other commodities. That is literally true, and the world has been speculating on the opening of that vacuum.

"That speculation has not been confined to the United States. Merchants of Calcutta, Singapore, Shanghai, Australia, and of all the world have been busy speculating on the probable demands of Central and Eastern Europe.

"For instance, the price of vegetable oils has gone up enormously all over the world and at a much higher rate than in the United States, and the speculative rise in foodstuffs anywhere in the world affects the American market.

"Now, it is very difficult to put your finger on that speculation as to a specific individual, because a speculator in London buys futures of American foodstuffs through Liverpool, and a merchant in Calcutta may buy vegetable oils in Egypt, and so you go; but the cumulative result of all this speculation has been to lift the price level all over the world.

#### Blockade Raised General Price Levels.

"The blockade was finally taken down on the 1st of July. The American authorities fought that blockade from the day of the Armistice, and I stated repeatedly that the only thing that was lifting the price level was the continuation of the blockade and its stimulation of speculation. If the blockade had been taken down promptly, the actual situation in Central Europe would have become patent and that phenomenon would not have accumulated.

"The blockade came down and the whole mercantile world is just now beginning to realize that Central Europe has nothing to pay with except its local currency and that the local currency cannot be transformed into gold unless all of those countries can secure credit.

Now, we have a very pertinent incident of this sort at the present moment. In the neutral northern ports, running all the way from Amsterdam to Rotterdam, Copenhagen, Stockholm, and so forth, the wharves and warehouses are so filled with foodstuffs that they are no longer able to discharge ships there, and ships have been on demurrage for the last month or two loaded with food.

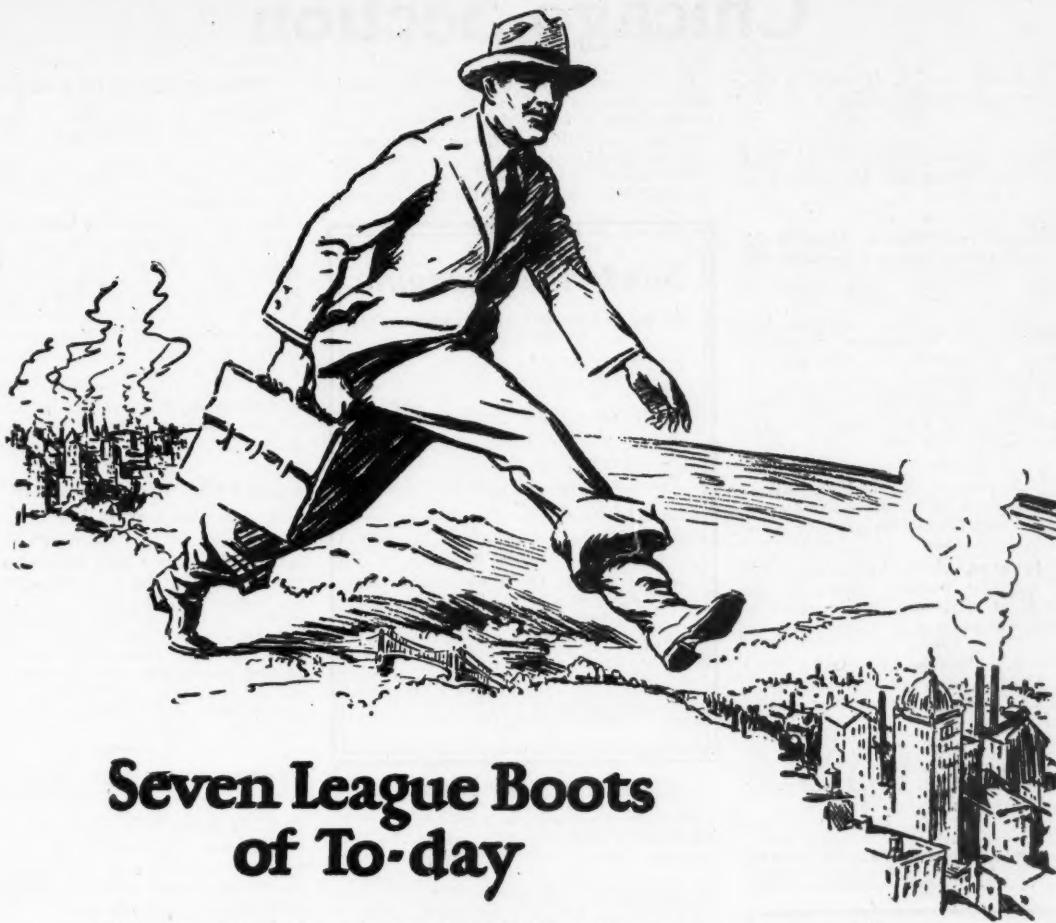
"That stuff has arrived from all quarters of the globe, and they are just beginning to realize that Poland, Czechoslovakia, the Balkan states, and all of those people have nothing to pay with but their local currency, and the individual merchant finds himself in trouble because he cannot accept that currency unless he can transform it into gold."

#### Harm Done by Continuing Blockade.

Had it not been for the long continuation of the blockade, merchants throughout the world would have learned earlier and gradually that these European countries lacked the means of paying for these commodities although there can be no doubt as to their needs.

In that case much of the ensuing speculation and price pyramiding would have been avoided and the drastic world-wide price decline of 1920 might, to some degree, have been avoided.

[The next installment of this story will tell something of the food relief to the liberated countries and the utilization of large quantities of America's surplus pork products.]



## Seven League Boots of To-day

It is a great stride from these mythological boots to our modern means of transportation—a still greater step in advance when we consider today's highly organized forces for gathering and disseminating knowledge.

Business papers are the Seven League Boots of Today. They overcome the obstacle of distance which in the past has been the cause of untold waste through ignorance and the lack of information.

A. B. P. papers, as the one you are now reading, have been created by the demand of Industry for a medium for the exchange of ideas—to help those engaged in the many phases of manufacturing and marketing.

The editorial pages bring to you up-to-the-minute news and developments in your field of industry.

The advertising pages are your market place featuring equipment and services that cut costs.

Read this paper regularly—it will pay you.

**THE ASSOCIATED BUSINESS PAPERS, Inc.**  
Executive Offices: 220 West 42nd St., New York, N.Y.

**A. B. P.**

*An association of none but qualified publications reaching the principal fields of trade and industry.*

The only A. B. P. paper in the meat packing  
and allied industries is

**THE NATIONAL PROVISIONER**

# Chicago Section

Fred Gates of Geo. A. Hormel & Co., Austin, Minn., transacted business in Chicago this week.

George M. Foster, secretary of John Morrell & Co., Ottumwa, Ia., visited in Chicago this week.

Max Planer, well-known New York packing house broker, made a business trip to Chicago this week.

E. C. Merritt, general manager St. Louis Independent Packing Co., St. Louis, Mo., was a Chicago visitor this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., visited in Chicago this week.

A. C. Hofmann, of A. C. Hofmann & Sons, meat packers in Syracuse, N. Y., was a Chicago visitor this week.

E. W. Johnson, of the by-products department of the Toronto plant of the Swift Canadian Co., was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 29,982 cattle, 12,962 calves, 56,698 hogs, and 37,115 sheep.

Provision shipments from Chicago for the week ending March 5, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
Cured meats, lbs...	13,700,000	13,257,000	16,666,000
Fresh meats, lbs...	38,254,000	39,240,000	42,152,000
Lard, lbs.....	5,404,000	5,207,000	8,780,000

**H. P. Henschien** R. J. McLaren  
HENSCHIEN & McLAREN  
Architects

1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

Fred J. Anders Chas. H. Reimers  
**ANDERS & REIMERS**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg.  
Cleveland, O.  
Packing House  
Specialists

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You profit by our 26 years' ex-  
perience. Lower construction cost. Higher  
efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**H. C. GARDNER** F. A. LINDBERG  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Insta-  
lations, Investigations  
1134 Marquette Bldg. CHICAGO

Chas. F. Kamrath H. C. Christensen  
**KAMRATH & CHRISTENSEN**  
Specialized  
Architectural and Engineering Service  
Packing Plants, Cold Storage, Car Icing  
111 W. Jackson Blvd. Chicago, Ill.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending March 5, 1927, on shipments sold out were as follows: Cows, common to good, 9.50@13.00c; steers, common to medium, 12.00@15.50c; steers, good to choice, 16.00@20.00c; and averaged 14.18c a pound.

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
by Roy L. Smith.

### BEWARE OF THE MAN—

- Who fears an investigation.
- Who promises more than any man ought to.
- Who is always making you a "special price."
- Who sells merchandise he does not use.
- Who begins the conversation by telling you he is a lodge brother of yours.
- Who brings gossip—he will not go away empty tongued.
- Who sticks in his office while you are out playing golf.

### EXPERT MAKES SAUSAGE.

William Hammendorf, well-known sausage maker and instructor in the art of making fancy sausage products, has erected a small plant in Trevore, Pa., and has started to make sausage on his own account. He declares his motto will be "The Best," as quality is what counts these days.

He has been in charge of the sausage and ready-to-serve meat departments of a number of packers and sausage makers, and for the last year or so has been an instructor and adviser in the manufacturing of meat products and meat specialties.

### Packing House Products Oldest Brokers in Our Line

Tallow  
Grease  
Provisions  
Oils  
Carcass Beef—P. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Eight Phones  
All Working  
Postal Telegraph Building  
CHICAGO, ILL.

*The Davidson  
Commission  
Co.*

### MORE LAMBS IN PROSPECT.

Supplies of spring lambs larger by 10 per cent than the marketings of a year ago are in prospect according to the March 1 survey of the U. S. Department of Agriculture.

The run of California lambs is expected to be in full swing by the middle of March and the movement of Tennessee lambs will, it is believed, start earlier this year, with the peak reached about the third week in May. The prospective supply of lambs from the Northwestern states up to July 1 is believed to be about the same as that of a year ago.

The department estimates that some 400,000 head of lambs will leave California for the markets of the middle west before June 15.

### FEDERAL PKG. CO. BOOSTS MEAT.

An effective way to boost meat is that used by the Federal Packing Co., of Cleveland, Ohio. They have printed a gummed sticker in the form of a seal, about 1 1/4 in. in diameter. The edge is black, while the center is light green. Printed on it in gilt letters are the words, "The Federal Packing Co., Cleveland, O. Meat for Health, Strength and Endurance." This sticker is attached to letters, invoices, etc., and attracts a great deal of attention and favorable comment.

### DEATH TAKES WESTERN PACKER.

The death was reported this week of Chas. G. Johnson of J. G. Johnson & Co., well-known packers in San Francisco. Mr. Johnson was one of the old timers in the Pacific Coast packing industry, and is said to have been one of the first to ship California lambs to eastern markets.

*What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

### C. W. RILEY, Jr. BROKER

3100 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

George F. Pine Walter L. Munnecke  
**Pine & Munnecke Co.**  
Packing House & Cold Storage  
Construction; Cork Insulation &  
Overhead Track Work  
516 Murphy Bldg. Detroit, Mich. 155 Congress  
Street

### GRICE ASSOCIATES INCORPORATED

Consultants to Management  
METROPOLITAN BANK BLDG.

MINNEAPOLIS. MINNESOTA

### PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

### ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

March 12, 1927.

## THE NATIONAL PROVISIONER

57

## EASTERN PROVISIONERS MEET.

An unusual spirit of cooperation between wholesalers and retailers marked the recent banquet of the Worcester, Mass., food distributors, when members of the Worcester Retail Grocers & Provision Dealers Association discussed their problems with managers of wholesale meat, grocery and provision supply houses.

The object of the meeting, at which 650 were present, was to bring the merchants of the wholesale and retail worlds closer together so that they can be of mutual help to one another. Various committees were appointed to discuss the advisability of an association which would include both wholesalers and retailers, and as a result reports were offered to both groups recommending the forming of such an organization.

In keeping with the spirit of the banqueters W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics, addressed the group on the subject, "The Retailer—His Problems and the Way Out."

Other speakers were the Rev. Charles H. Rust, pastor of Plymouth church, Mayor M. J. O'Hara and Roscoe H. Goddard, secretary of the Chamber of Commerce. Alfred G. Dymond, of White, Pevey & Dexter Co., well known pork packers in Worcester, was toastmaster.

The gathering was said to be the first of its kind held in Worcester in 15 years. Those present were enthusiastically anticipating the combined organization which is expected to result from this unique meeting.

Members of the speakers' committee included Alfred G. Dymond, chairman; Frank J. Shaughnessy, United Wholesale Grocery; William Verner, retail grocer.

Members of the ticket committee included Arthur G. Geldard, chairman, of Armour and Company; William H. Hall of the Cudahy Packing Co.; Wallace R. Houghton, retail grocer.

## PHONE CO. REPORTS GOOD YEAR.

Net earnings of \$204,870,000 are reported by the American Telephone and Telegraph Company for the year 1926. This is an increase of \$22,426,000, or 12 per cent over the previous year.

The company's capital investment is \$3,256,000,000, owned by 399,121 stockholders. This is believed to be the largest number of shareholders in any corporation in the world. The average number of shares held per person is 26.6, and "no shareholder owns as much as one per cent of the total stock outstanding."

The year 1926 was the fiftieth anniversary of the birth of the telephone. At the close of 1926 the system had 17,574,000 phones in the United States. Of this number 781,000 were added during the year.

More than 664,000 miles of toll wire were added in 1926, this being the largest number of miles added in any one year. The system owns 6,297,000 miles of toll wire providing, with the toll wire of connecting companies, for the interconnection of 70,000 cities, towns and villages.

The report calls attention to the completion of the third trans-continental tele-

## Hog Loss Insurance

Do you work out a "Short Form Hog Test" every day?

Or do you make the mistake of thinking that once a month or once in two months is sufficient to find out where you stand?

You are operating on paper profits now. How long can you stand this?

Your paper profits may disappear over night. Then your loss is double.

Your insurance against loss is a dollar-and-cents profit every day you kill hogs.

Work out your "Short Form Hog Test" every day, and see if you are making or losing money.

phone line during the year. This line is 2,240 miles long, traversing the northern part of the country west of Chicago and terminating at Seattle.

Constant attention is given to increasing the value of the service to the public, as evidenced by the statement that "the quality of voice transmission was practically perfect in 88 per cent of the toll calls, which was an improvement of 7 per cent over the previous year."

During the year an adjustment in long distance rates was made by the company which resulted in a reduction of about \$3,000,000 annually.

New developments during the year included the inauguration of regular commercial trans-oceanic radio telephone service between New York and London, and the extension of the service of transmission of pictures by wire to a number of other important cities.



## OLDEST EMPLOYEE STILL ACTIVE.

After 35 years of faithful service with the Nuckolls Packing Co., Pueblo, Colo., Oscar Kaiser is still hale and hearty. He drove a team to begin excavation on the cellar of the old Nuckolls plant in 1890, and is now foreman of the trimming gang. As may be seen by his picture, he looks good for several more years.

## CHICAGO LIVESTOCK.

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 28.....	17,471	2,874	36,623	13,201
Tues., Mar. 1.....	9,700	2,774	19,101	14,328
Wed., Mar. 2.....	7,670	2,044	11,239	10,578
Thur., Mar. 3.....	8,754	3,961	37,838	13,678
Fri., Mar. 4.....	2,500	947	30,456	13,762
Sat., Mar. 5.....	319	367	6,524	2,686

Total last week.....	46,423	12,967	141,782	68,324
Previous week.....	55,180	13,886	171,811	81,712
Year ago.....	49,960	12,163	150,076	96,004
Two years ago.....	53,916	16,963	129,703	72,391

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 28.....	4,441	306	14,022	2,977
Tues., Mar. 1.....	2,834	205	8,547	4,222
Wed., Mar. 2.....	2,494	171	5,212	2,103
Thur., Mar. 3.....	2,270	122	7,795	3,474
Fri., Mar. 4.....	1,407	—	10,892	4,004
Sat., Mar. 5.....	64	130	1,827	1,305

Total last week.....	12,958	1,024	46,165	18,145
Previous week.....	17,976	1,571	62,382	26,011
Year ago.....	15,520	814	42,000	25,169
Two years ago.....	15,375	1,547	63,401	24,488

Receipts at Chicago Stock Yards thus far this year to March 5, with comparative totals:

1927. 1926.

Cattle	Calves	Hogs	Sheep
513,031	529,251		
121,380	133,931		
1,511,427	1,612,877		
774,650	780,627		

Combined weekly hog receipts at eleven markets for week ending March 5, with comparisons:

Week ending March 5.....	532,000		
Previous week.....	570,000		
1926.....	517,000		
1925.....	564,000		
1924.....	790,000		
1923.....	774,000		
1922.....	557,000		

Combined receipts at seven markets for the week ending March 5, with comparisons:

*Cattle.	Hogs.	Sheep.
159,000	466,000	201,000
Previous week.....	200,000	200,000
1926.....	173,000	500,000
1925.....	175,000	492,000
1924.....	167,000	637,000
1923.....	163,000	658,000
1922.....	172,000	466,000

\*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average weight—Pounds	Received—Lbs.	Top—Average
*This week.....	4,746,000	12,38	\$11.70
Previous week.....	4,962,000	231	12.15
1926.....	4,962,000	247	14.00
1925.....	6,970,000	222	14.30
1924.....	7,457,000	232	7.70
1923.....	6,606,000	237	8.15
1922.....	5,118,000	239	11.50

Av. 1922-1926..... \$16,200 235 \$11.25 \$10.00

\*Receipts and average weight for week ending March 5, 1926, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle. Hogs. Sheep. Lambs.

*Week ending Mar. 5.....	\$10.60	\$11.70	\$ 8.10	\$14.90
Previous week.....	10.49	11.50	7.75	13.50
1926.....	9.85	12.45	8.10	13.60
1925.....	10.10	13.00	9.00	17.05
1924.....	9.60	7.35	9.25	15.50
1923.....	8.65	8.15	7.95	14.05
1922.....	8.30	11.00	8.10	15.00

Av. 1922-1926..... \$ 9.30 \$10.40 \$ 8.50 \$15.05

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

Cattle. Hogs. Sheep.

*Week ending March 5.....	33,500	90,100	50,800
Previous week.....	37,204	108,928	55,701
1926.....	34,440	108,076	70,835
1925.....	37,641	60,212	47,943
1924.....	38,480	136,774	41,662

\*Saturday, March 5, estimated.

Chicago packers hog slaughter for the week ending March 5, 1927:

Armour & Co.....	16,100
Anglo-American.....	1,600
Swift & Co.....	7,400
Hammond Co.....	3,000
Morris & Co.....	3,200
Wilson & Co.....	12,200
Boyd-Lanham.....	2,300
Western Packing Co.....	6,900
Roberts & Oak.....	5,900
Miller & Han.....	5,600
Independent Packing Co.....	2,400
Brennan Packing Co.....	5,800
Agar Packing Co.....	3,000
Others.....	24,200

Total ..... 99,500

Previous week..... 115,000

1926..... 110,900

1925..... 67,900

1924..... 140,200

(For Chicago livestock prices see page 48.)

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

### CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 10, 1927.

### Green Meats.

#### Regular Hams—

8-10 lbs. avg.	@@24
10-12 lbs. avg.	@@22 1/2
12-14 lbs. avg.	@@21 1/2
14-16 lbs. avg.	@@21 1/2
16-18 lbs. avg.	@@22
18-20 lbs. avg.	@@22

#### Skinned Hams—

14-16 lbs. avg.	@@24 1/2
16-18 lbs. avg.	@@24
18-20 lbs. avg.	@@23
20-22 lbs. avg.	@@22 1/2
22-24 lbs. avg.	@@21 1/2
24-26 lbs. avg.	@@20
25-30 lbs. avg.	@@19 1/2

#### Picnics—

4-6 lbs. avg.	@@15 1/2
6-8 lbs. avg.	@@14 1/2
8-10 lbs. avg.	@@14
10-12 lbs. avg.	@@13 1/2
12-14 lbs. avg.	@@13

Bellies—(Square cut and seedless)

6 lbs. avg.	@@24 1/2
8-10 lbs. avg.	@@23 1/2
10-12 lbs. avg.	@@22 1/2
12-14 lbs. avg.	@@20
14-16 lbs. avg.	@@18 1/2
16-20 lbs. avg.	@@18 1/2

### Pickled Meats.

#### Regular Hams—

8-10 lbs. avg.	@@22 1/2
10-12 lbs. avg.	@@22
12-14 lbs. avg.	@@21 1/2
14-16 lbs. avg.	@@20 1/2
16-18 lbs. avg.	@@19 1/2
18-20 lbs. avg.	@@20 1/2

#### Boiling Hams—(house run)

16-18 lbs. avg.	@@19 1/2
18-20 lbs. avg.	@@20 1/2
20-22 lbs. avg.	@@20

#### Skinned Hams—

14-16 lbs. avg.	@@24
16-18 lbs. avg.	@@23 1/2
18-20 lbs. avg.	@@23
20-22 lbs. avg.	@@22 1/2
22-24 lbs. avg.	@@21 1/2
24-26 lbs. avg.	@@20 1/2
25-30 lbs. avg.	@@19 1/2

#### Picnics—

4-6 lbs. avg.	@@15
6-8 lbs. avg.	@@14
8-10 lbs. avg.	@@13 1/2
10-12 lbs. avg.	@@13 1/2
12-14 lbs. avg.	@@12 1/2
14-16 lbs. avg.	@@12 1/2
16-20 lbs. avg.	@@11 1/2

Bellies—(square cut and seedless)

6 lbs. avg.	@@23
8-10 lbs. avg.	@@22
10-12 lbs. avg.	@@21
12-14 lbs. avg.	@@20 1/2
14-16 lbs. avg.	@@20
16-20 lbs. avg.	@@19

### Dry Salt Meats.

#### Extra short clears, 35/45

@@15%	Open.	High.	Low.	Close.
@@15%	Mar.	12.50	12.60	12.47 1/2
@@15%	May	12.55	12.55	12.37 1/2
@@15%	July	12.72 1/2	12.75	12.72 1/2
@@15%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Regular plates, 6-8

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Clear plates, 4-6

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Jowl butts

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Fat Backs—

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Clear Bellies—

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Extra short ribs, 35/45

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Clear plates, 6-8

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Clear plates, 4-6

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

#### Clear plates, 35/45

@@10%	Open.	High.	Low.	Close.
@@10%	Mar.	12.50	12.60	12.47 1/2
@@10%	May	12.55	12.55	12.37 1/2
@@10%	July	12.72 1/2	12.75	12.72 1/2
@@10%	Sept.	12.95	12.97 1/2	12.92 1/2

### FUTURE PRICES.

#### Official Board of Trade Range of Prices

#### SATURDAY, MARCH 5, 1927.

Open.	High.	Low.	Close.
LARD—			
Mar.	12.40	12.40	12.40
May	12.65	12.65	12.57 1/2
July	12.87 1/2	12.87 1/2	12.80
CLEAR BELLIES—			
May	17.02 1/2	17.02 1/2	17.02 1/2
SHORT RIBS—			
May	14.80	14.80	14.62 1/2
July	14.30	14.30	14.30

#### SUNDAY, MARCH 6, 1927.

Open.	High.	Low.	Close.
LARD—			
Mar.	12.37 1/2	12.37 1/2	12.37 1/2
May	12.52 1/2	12.52 1/2	12.52 1/2
July	12.75	12.75	12.75
CLEAR BELLIES—			
May	14.75	14.75	14.75
July	14.50	14.50	14.50
SHORT RIBS—			
May	16.90b	16.90b	16.90ax
July	16.70	16.70	16.70ax

#### TUESDAY, MARCH 8, 1927.

Open.	High.	Low.	Close.
LARD—			
Mar.	12.35ax	12.35ax	12.35ax
May	12.57 1/2	12.60	12.50
July	12.80	12.80	12.70
Sept.	12.92 1/2	12.92 1/2	12.92 1/2
CLEAR BELLIES—			
May	14.75	14.75	14.75
July	14.50	14.50	14.50
SHORT RIBS—			
May	16.90b	16.90b	16.70n
July	16.70	16.70	16.70n

#### WEDNESDAY, MARCH 9, 1927.

Open.	High.	Low.	Close.


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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending,	Cor. week,
	March 12.	1926.
Prime native steers.....	19 @29	17 @18
Good native steers.....	19 @18	15 @17
Medium steers.....	14 @16	12 @16
Heifers, good.....	13 @18	13 @18
Cows.....	9 @13	9 @13
Hind quarters, choice.....	25 @25	25 @25
Fore quarters, choice.....	16 @16	17 @17

## Beef Cuts.

	Week ending,	Cor. week,
	March 12.	1926.
Steer Loins, No. 1.....	36 @37	31 @31
Steer Loins, No. 2.....	33 @34	27 @27
Cow Short Loins, No. 1.....	46 @47	40 @40
Steer Short Loins, No. 2.....	40 @42	33 @33
Steer Loins Ends (hips).....	26 @27	24 @24
Steer Loins, No. 2.....	25 @26	24 @24
Cow Loins.....	20 @20	18 @18
Cow Shors Loins.....	26 @26	18 @18
Cow Loins Ends (hips).....	16 @16	16 @16
Steer Ribs, No. 1.....	23 @23	20 @20
Steer Ribs, No. 2.....	22 @22	18 @18
Cow Ribs, No. 1.....	17 @17	16 @16
Cow Ribs, No. 2.....	11 @11	10 @10
Steer Rounds, No. 1.....	16 @16 1/2	15 1/2 @15 1/2
Steer Rounds, No. 2.....	15 1/2 @16	15 @15
Steer Chuck, No. 1.....	15 @15	13 1/2 @14 1/2
Steer Chuck, No. 2.....	13 1/2 @14 1/2	13 @13
Cow Rounds.....	14 @14	12 1/2 @12 1/2
Steer Plates.....	11 @11 1/2	12 @12
Medium Plates.....	8 1/2 @9	12 1/2 @12 1/2
Briskets, No. 1.....	16 @16	12 @12
Briskets, No. 2.....	12 @12	10 @10
Steer Navel Ends.....	8 1/2 @8 1/2	7 @7
Fore Shanks.....	8 1/2 @8 1/2	7 1/2 @7 1/2
Hind Shanks.....	7 1/2 @7 1/2	6 @6
Rolls.....	21 @21	20 @20
Strip Loins, No. 1, boneless.....	45 @45	45 @45
Strip Loins, No. 2.....	40 @40	40 @40
Strip Loins, No. 3.....	35 @35	28 @28
Sirloin Butts, Sirloin Loins, No. 1.....	30 @30	23 @23
Sirloin Butts, Sirloin Loins, No. 2.....	22 @22	15 @15
Sirloin Butts, Sirloin Loins, No. 3.....	15 @15	15 @15
Beef Tenderloins, No. 1.....	70 @70	70 @70
Beef Tenderloins, No. 2.....	65 @65	65 @65
Rump Butts.....	18 @18	14 @14
Flank Steaks.....	15 @15	14 @14
Shoulder Clod.....	15 @15	15 @15
Hanging Tenderloins.....	10 @10	10 @10

## Beef Products.

	Week ending,	Cor. week,
	March 12.	1926.
Brains (per lb.).....	12 @13	14 1/2 @15 1/2
Hearts.....	8 @8	9 @9
Tongues.....	22 @20	20 @20
Sweetbreads.....	40 @40	30 @30
Ox-Tail, per lb.....	12 @12	12 @12
Fresh Tripe, plain.....	6 @6	4 @4
Fresh Tripe, H. C.....	6 @6	6 @6
Livers.....	10 @14	9 1/2 @14 1/2
Kidneys, per lb.....	10 @10	9 1/2 @10

## Veal.

	Week ending,	Cor. week,
	March 12.	1926.
Choice Carcass.....	20 @22	20 @22
Good Carcass.....	15 @19	15 @19
Good Saddles.....	20 @20	18 @28
Good Backs.....	12 @16	12 @14
Medium Backs.....	10 @12	8 @12

## Veal Products.

	Week ending,	Cor. week,
	March 12.	1926.
Brains, each.....	13 @14	14 1/2 @15
Sweetbreads.....	65 @70	58 @60
Calf Livers.....	45 @45	40 @40

## Lamb.

	Week ending,	Cor. week,
	March 12.	1926.
Choice Lambs.....	28 @30	24 @24
Medium Lambs.....	28 @28	22 @22
Choice Saddles.....	34 @34	28 @28
Medium Saddles.....	30 @30	20 @20
Choice Fores.....	22 @22	18 @18
Medium Fores.....	20 @20	16 @16
Lamb Fries, per lb.....	63 @63	62 @62
Lamb Tongues, each.....	61 @61	13 @13
Lamb Kidneys, per lb.....	25 @25	25 @25

## Mutton.

	Week ending,	Cor. week,
	March 12.	1926.
Heavy Sheep.....	15 @15	14 @14
Light Sheep.....	17 @17	10 @10
Heavy Saddles.....	16 @16	15 @15
Light Saddles.....	20 @20	18 @18
Heavy Fores.....	12 @12	10 @10
Light Fores.....	15 @15	13 @13
Mutton Legs.....	22 @22	20 @20
Mutton Loins.....	15 @15	12 @12
Mutton Stew.....	12 @12	10 @10
Sheep Tongues, each.....	13 @13	13 @13
Sheep Heads, each.....	10 @10	10 @10

## Fresh Pork, Etc.

	Week ending,	Cor. week,
	March 12.	1926.
Dressed Hogs.....	17 1/2 @19	25 @25
Pork Loins, 8@10 lbs, avg.....	24 1/2 @25 1/2	24 1/2 @25 1/2
Hams.....	26 @26	30 @30
Bellies.....	26 @26	29 @29
Cais.....	17 @17	18 1/2 @18 1/2
Skinned Shoulders.....	16 @17	16 @17
Tenderloins.....	55 @58	55 @55
Stony Ribs.....	15 @16	15 @15
Leaf Lard.....	16 @16	15 @15
Back Fat.....	13 @14	17 @17
Butts.....	21 @21	20 @20
Hocks.....	17 @17	16 @16
Tails.....	5 @6	5 @5
Tall Bones.....	12 @12	12 @12
Slip Bones.....	9 @9	9 @9
Blade Bones.....	14 @15	15 @15
Pigs' Feet.....	6 @6	7 @7
Hindneys, per lb.....	8 @8	9 @9
Livers.....	5 @5	5 @5
Brains.....	15 @15	16 @17
Bars.....	9 @9	8 @8
Snouts.....	8 @8	10 @10
Heads.....	10 @10	10 @10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	28 @28
Country style sausage, fresh in bulk.....	20 @20
Country style sausage, smoked.....	25 @25
Mixed sausage, fresh.....	16 @16
Frankfurts in sheep casings.....	23 @23
Frankfurts in pork casings.....	22 @22
Bologna in beef bungs, choice.....	16 @16
Bologna in sheep casings, choice.....	21 @21
Liver sausage in hog bungs.....	14 @14
Liver sausage in beef rounds.....	15 @15
Head cheese.....	21 @21
New England luncheon specialty.....	20 @20
Liberty luncheon specialty.....	16 @16
Minced luncheon specialty.....	22 @22
Tongue sausage.....	23 @23
Blood sausage.....	17 @17
Polish sausage.....	16 @16
Souse.....	15 @15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @54
Cervelat, new condition, in hog bungs.....	23 @23
Cervelat, new condition, in beef middles.....	20 @20
Thuringer Cervelat.....	26 @26
Farmer Cervelat.....	24 @24
Holsteiner.....	31 @31
B. C. Salami, choice.....	50 @50
Milano Salami, choice in hog bungs.....	51 @51
B. C. Salami, new condition.....	27 @27
Frisees, choice, in hog middles.....	45 @45
Genoa style Salami.....	58 @58
Pepperoni.....	45 @45
Mortadella, new condition.....	59 @59
Capicolla.....	48 @48
Italian style hams.....	52 @52
Virginia hams.....	52 @52

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	7.00
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	8.00
Frankfurts style sausage in sheep casings—	8.50
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	8.50
Frankfurts style sausage in pork casings—	7.50
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	7.50
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	7.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	9 1/2 @10 1/2
Special lean pork trimmings.....	17 1/2 @18 1/2
Extra lean pork trimmings.....	20 @20 1/2
Neck bone trimmings.....	12 @12
Pork hearts.....	9 1/2 @10 1/2
Fancy boneless bull meat (heavy).....	12 @12
Boneless chuck.....	12 @12
Boneless chuck, choice.....	11 1/2 @12 1/2
Boneless chuck, plain.....	11 1/2 @12 1/2
Beef heart.....	12 @12
Beef cheeks (trimmed).....	12 @12
Dr. canner cows, 500 lbs. and up.....	10 @10
Dr. cutters, 400 lbs. and up.....	9 1/2 @9 1/2
Dr. bologna bulls, 500@700 lbs.....	10 @10
Beef tripe.....	4 @4
Cured pork tongues (can. trim.).....	18 @18
(These are prices to wholesalers, on material packed in new slack barrels for shipment.)	
Beef weasands, No. 1, per piece.....	12 @12
Beef weasands, No. 2, per piece.....	12 @12
Beef bladders, small, per dozen.....	1.35
Beef bladders, medium, per dozen.....	1.85
Beef bladders, large, per dozen.....	2.20
Hog casings, medium, per bdl., 100 yds.....	22.25
Hog casings, narrow, per bdl.....	22.25
Hog middles, without cap, per set.....	16 @16
Hog middles, with cap, per set.....	16 @16
Hog bungs, export.....	20 @20
Hog bungs, large prime.....	20 @20
Hog bungs, medium.....	18 @18
Hog bungs, small prime.....	18 @18
Hog bungs, narrow.....	17 @17
Hog stomachs, per piece.....	6 @6

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	14.00
Pocket honeycomb tripe, 200-lb. bbl.....	14.00
Pork feet, 200-lb. bbl.....	16.00
Pork tongues, 200-lb. bbl.....	17.50
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00
Mess pork, regular.....	35.00
Fatty back pork, 30 to 40 pieces.....	36.00
Leaf back pork, 35 to 45 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	38.00
Clear plate pork, 35 to 45 pieces.....	39.00
Clear plate pork, 25 to 35 pieces.....	40.00
Brisket pork.....	24.50
Bean pork.....	31.00
Plate pork.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00
Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Black iron barrels, black iron hoops.....	1.90 @1.90
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
Ash white oak ham tierces.....	23.25
Red oak lard tierces.....	2.74 @2.40
White oak lard tierces.....	2.57 @2.62 1/2

## COOPERAGE.

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 @20
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 10 lb. less.)	18 @18
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago	15 @15

## DRY SALT MEATS.

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# Retail Section

## Attractive Meat Displays

### How Uncooled Windows Can Be Used to Good Advantage

On all sides the retail meat dealer is advised to make use of his windows for display purposes.

He is told—and rightly so—that a well-arranged display of meats in his shop windows will do more to attract trade into his store than any other one thing.

#### Makes Steps in Selling Easy.

An inviting looking window display attracts attention, which is the first step in selling. It also arouses interest, which is the second step; and it creates a desire, which is the third step.

After that, almost any dealer who is on the job and knows his business can make a sale.

All this is true—yet how about the dealer whose windows are not refrigerated?

In the winter time, of course, displays of fresh meat can be put in, even in uncooled windows. But when the weather begins to warm up this dealer is forced to build his displays with smoked meats, or else cut them out entirely.

The inventive mind of America comes to the rescue of dealers of this type, however, just as it has come and is coming to the rescue of hundreds of other situations and conditions.

#### Artificial Meats for Display Purposes.

The rescue is effected in this case by means of artificial or imitation meats, intended exclusively for display purposes.

These imitation meats may be had either in fresh or smoked product, and in almost endless variety, both cuts and

slices. They also include butter, cheese, lard and compound, all true to life. Various delicatessen products, such as roast chicken and turkey, frankfurts and potato salad, etc., are also included, as are various forms of ready-to-serve meats.

Equipped with an assortment of these and a goodly supply of ferns or other green material, the dealer whose windows are not refrigerated can make up just as attractive a display as the one who can use actual meat. Many people will not be able to tell the difference between the two.

#### How Imitation Meats Were Used.

An excellent example of what can be done with uncooled windows was shown at the recent International Livestock Exposition at Chicago and at the Sesquicentennial Exposition at Philadelphia. At both of these shows a joint exhibit by the Institute of American Meat Packers and the U. S. Department of Agriculture occupied a prominent position and was viewed by large crowds.

One feature of the exhibit that attracted a great deal of attention was the "Meat Shop," showing what looked like the front of a small meat market with attractively-arranged window displays on each side of the door.

The meats used in these displays were imitation, yet so skillfully were they handled and so attractively were they arranged that very few people of the throngs who stopped to see it were aware of the fact that the meats were not the real thing. The photograph accompanying this article shows the exhibit and gives an idea of the attractiveness of the windows.

These imitation meats are said to be

durable and easily cleaned, and it is claimed by the manufacturers that they will not fade or lose their color.

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### CHOOSING BEEF LIVER.

[EDITOR'S NOTE.—Here is another interesting and instructive talk on meat prepared by B. F. McCarthy, head of the New York office of the U. S. Bureau of Agricultural Economics, and broadcast over station WNYC. Mr. McCarthy's meat talks over the radio are attracting a great deal of attention.]

How many consumers and buyers of meat for the home and other places have given serious thought to the difference that might exist between two different beef livers?

Most of those who enjoy their liver and bacon probably believe that if liver is to be nice and tender it must be from calves. This is not necessarily true, however, and a slice of beef liver properly cooked may be nearly if not quite so good.

A great deal can be told about the eating qualities of beef liver by the appearance, which is influenced by the kind of animal it comes from. If the liver looks dark it may be expected to be tough and not of best flavor. Dark livers frequently come from bulls and, like all bull meat, do not compare with those from steers, or even cows.

Cow liver may be yellowish or it may be fairly bright, but it will not usually be as chunky and the slices will not be as tender as when cut from a good steer liver.

The difference between the best and worst in beef livers is very great indeed, and amounts to the difference between a meat dish that is delicious and one that has little if anything to recommend it. This difference is recognized in the wholesale markets and dealers in livers for delivery to retail shops will not buy the dark cutting livers for any price in many cases.

Retailers themselves are usually fully as critical and as a result the dark-cutting livers find a very bad outlet and in some cases go to fill contracts where price seems to be more important than quality.

This being the conditions as they roughly exist, it relieves the housewife from worrying about the beef liver she buys, and yet at times the less careful retailer or the one who tries to save one or two cents a pound on the livers he buys may sell unsatisfactory beef livers to his trade unless they look out for themselves by careful scrutiny of the meat product.

When a consumer gets beef liver that is not enjoyed by herself or her family she hesitates to buy the same product again and so the industry in general suffers from her disappointment and she loses the advantage of what is conceded to be a very good kind of food because of the vitamins it contains, as well as for other reasons.



GOOD MEAT DISPLAYS IN UNCOOLED WINDOWS.

Imitation meats offer the retailer whose windows are not refrigerated a chance to make up attractive, trade-getting displays.

Here are a couple of windows in a model shown at the International Livestock Exposition at Chicago and the Sesquicentennial Exposition at Philadelphia, where imitation meats were used with good effect in making realistic displays. These imitation meats were made by the Reproductions Co., 15 Walker street, New York City.

March 12, 1927.

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## Book on Meat Retailing

How to figure costs and selling prices, and how every retailer can keep his own books, will be told in "Meat Retailing," by Arnold C. Schueren, a volume devoted exclusively to the retail meat industry. The book will be ready for distribution early in April.

Mr. Schueren is probably the best-equipped man in the industry for such a piece of work. He has been a contributor to **THE NATIONAL PROVISIONER** and a member of its editorial and merchandising advisory staff for many years and is a recognized authority.

Meat cutting methods practised in the different sections of the country will be described and illustrated in the book, together with a series of cutting tests of beef, veal, lamb, hogs, pork loins and ham.

The beef cutting tests are given according to the Chicago, Baltimore, New York and Northwestern styles of cutting. The tests are figured at various costs, with their proper selling prices.

The following chapter headings will give a general idea of the scope of the book:

- I. From butcher to meat retailer.
- II. Importance of the retail meat business.
- III. Advantages and disadvantages of the retail meat business.
- IV. Needs of the retail meat industry.
- V. Figuring the cost and selling price.
- VI. Bookkeeping for the meat retailer.

VII-XV. Establishing cost and selling prices.

- VII. Meat for health.
- VIII. Beef grading.
- IX. Meat cutting methods.
- X. Tentative standards for grades of veal, lamb and mutton.
- XI. Pork and pork products.
- XII. Sausage and bologna making.
- XIII. Types of meat markets and marketing methods.
- XIV. The location of a meat market.
- XV. The market lay-out.
- XVI. Market fixtures and equipment.
- XVII. Mechanical refrigeration.
- XVIII. Sanitation.
- XIX. SALESMANSHIP.
- XX. Advertising.
- XXI. Wages and systems of payment.

The book will contain approximately 900 pages of text and hundreds of cutting charts and tests.

### STORY OF RETAIL MARKET.

"The Retail Meat Dealer" is the subject of an attractively-printed and very interesting pamphlet issued recently by the Milwaukee Vocational School. It is one

## THE NATIONAL PROVISIONER

of a series of 60 or more occupational studies made by the school and published under the general title, "My Life Work."

The pamphlet gives a brief history of the development of the retail meat industry from the beginning down to the present time. A section is devoted to types of retail shops, and explains the differences between one, two, three or four-man shops and cash and carry stores, etc.

A considerable portion of the booklet is devoted to a discussion of the work in a retail meat market, in which the various tasks performed in the shop are outlined. These are taken up in detail, and are designed to give the prospective student meat cutter a good idea of what will be expected of him should he choose the retail meat business for his life's work.

How to become a meat market worker, the working conditions in the average shop, and possibilities for promotion are the final subjects of the booklet, and round out the other information contained in it.

The pamphlet is well and attractively illustrated with interior views of Joseph F. Seng's meat market, which is known as one of the most up-to-date shops in the country. Mr. Seng is past national president of the retailers' association and a live wire meat man, and his sanitary and scientific shop is one of Milwaukee's show places. He has been the chief booster for the Milwaukee school, and a leader in the campaign to teach young men the retail meat trade.

## Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, **THE NATIONAL PROVISIONER**, Old Colony Bldg., Chicago.

## Celery Mettwurst

A retail meat dealer who makes his own sausage writes regarding a special kind he saw when visiting another city. He wants to make quality sausage that will sell. He says:

Editor **The National Provisioner**:

Last week on a visit to another city I was given a taste of a sausage called "Mett," with celery seed in it. It was smoked and cooked some, I think, but maybe it was cooked in the smokehouse.

Can you send me a formula for making this?

The sausage inquired about is probably not a genuine Mettwurst as generally understood in the sausage trade, but a more or less localized product made to conform with the ideas and tastes of certain classes of consumers.

There is a regular style Mettwurst in which whole mustard seed is sprinkled throughout the meat. This is also of local usage.

Following is a formula for Celery Mettwurst:

Meats:

65 lbs. regular pork trimmings, 50 per cent lean and 50 per cent fat.  
35 lbs. beef flanks, not too fat.

100 lbs.

Grind all through  $\frac{1}{8}$  in. plate of Enterprise chopper.

Seasoning:

2½ lbs. salt.  
8 oz. sugar  
6 oz. ground white pepper  
1 oz. mace  
2 oz. celery seed

Mix thoroughly in mixer. No water is used. Cereal is optional.

Stuff in beef rounds, cut 15 in. long.

Hold in cooler at 38 to 40 degs. F. to cure for 48 hours.

Smoke slowly over sawdust fire at 100 degs. F. until a pronounced red color is obtained.

Cook for 30 minutes at 150 to 155 deg. F. Do not shower with cold water. Let cool gradually.

Wrinkles sometimes appear after the sausage is cooled. These wrinkles are removed by dipping the sausage for a few seconds in very hot water, 180 to 200 deg. F.

Do not store in cooler, but hang in dry room at 50 to 60 degs. F.

## MUTTON WITH APPLES.

An unusual dish calling for mutton cutlets from the neck is mutton baked with apples and onions. Your customers will no doubt be glad to know of this recipe.

Remove the bone and superfluous fat from two pounds of mutton cutlets. Season with salt and place in baking dish. Cover with finely sliced apples and chopped onions. Bake in moderate oven until meat is tender, or about one hour.

If meats get wet and slimy in your ice box, write to Retail Editor, **THE NATIONAL PROVISIONER**, Old Colony Bldg., Chicago.

## Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles *tells* how in plain language and *shows* how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, *with your name on them*, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me ..... reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

Name .....

Street .....

City ..... State .....

# New York Section

## Among Retail Meat Dealers

### Ladies' Auxiliary.

Annual election of officers was the principal order of business at the meeting of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., at the Hotel McAlpin on Wednesday afternoon of this week. The nominating committee, of which Mrs. Frank P. Burck was chairlady, brought in the following list of officers: President, Mrs. Charles Hembdt; first vice-president, Mrs. A. Werner, Jr., second vice-president, Mrs. George Kramer; corresponding secretary, Mrs. R. Schumacher; financial secretary, Mrs. Fred Hirsch; recording secretary, Mrs. A. DiMatteo; treasurer, Miss M. B. Phillips; warden, Mrs. I. Werden; trustees, Mrs. William Kramer, Mrs. C. Fischer, Mrs. F. Kunkel and Mrs. K. Papp. This list was unanimously elected.

The installation of the newly elected officers will take place at the first meeting in April, and State President George Kramer will be asked to install the officers.

The next meeting of the Auxiliary will be on Wednesday afternoon, March 23, in the Hotel McAlpin. This will be a social afternoon and will take the form of a "hat party." Mrs. George Kramer will be the hostess. In the absence of the president and first vice-president, Mrs. Fred Hirsch presided at Wednesday's meeting. A rising vote of thanks was given to Mrs. Hirsch for the able manner in which she conducted the meeting.

George H. Anselm, the young son of Mr. and Mrs. George Anselm, had a wonderful time on his sixth birthday, which he celebrated with his grandmother, Mrs. F. Anselm, whose 81st birthday occurred on March 6th. The celebration took place at the home of Mrs. L. Feil in Staten Island. It was just a family affair, but the family included 36 members. Mrs. F. Anselm has three sons, all in the meat business, and two daughters.

Joseph Lehner, treasurer of the Brooklyn Branch of the New York State Association of Retail Meat Dealers, Inc., with Mrs. Lehner, Mrs. Charles Grismer and Mr. and Mrs. Peter Schmitt, have returned from an extended southern trip. The party went by train as far as Jacksonville and after a rest continued the trip to Miami by bus, stopping on the way at St. Augustine, Daytona and Ormond Beach. At Miami they were met by Mr. and Mrs. Al Rosen. After spending a week at Miami the party made the return trip via Palm Beach, remaining for a week, after which they visited St. Petersburg. Returning from St. Petersburg to New York the party first encountered a hail storm at Georgia, which was followed by snow storms at North and South Carolina and then a ten hour delay due to a wreck on the railroad.

The Brooklyn Branch of the New York State Association of Retail Meat Dealers held a short meeting on Thursday evening of this week in order that the members could get away to attend the dinner of the Fort Greene Marketmen at the Shelburne Hotel, Brighton Beach.

Mr. and Mrs. Nathan Berg of Philadelphia spent several days in New York last week. During their stay in the city they were entertained by Mr. and Mrs. George Kramer and Mr. and Mrs. Moe Loeb.

The sympathy of the trade is being extended to Mrs. William Ziegler, president

of the Ladies' Auxiliary, and Mr. Oscar Schaefer, a member of Ye Olde New York Branch of the New York State Association of Retail Meat Dealers upon the sudden passing of their brother-in-law, Mr. Floyd Hust. He was married about two years ago to their younger sister, and died on Tuesday of this week, after a week's illness at his home in Jeffersonville, N. Y.

### NEW YORK NEWS NOTES.

J. H. Bowman, of Cudahy Brothers, Cudahy, Wis., spent some time in Philadelphia and New York this week.

John J. Felin, president of John J. Felin & Company, Philadelphia and New York, has just returned from an extended trip to Palm Beach, Fla.

"Judge" James D. Cooney and J. A. Hamilton of the branch house accounting department, Wilson & Company, Chicago, were in New York this week.

Among the visitors to Swift & Company's New York offices this week were: H. D. Speer of the small stock department; C. A. Payne, soap department; and J. M. Macdonald, of the branch house accounting department, Chicago.

Another intensive daily newspaper advertising campaign on their "Ready to Eat Meats" has been started by Otto Stahl, Inc.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 5, 1927: Meat—Brooklyn, 2 lbs.; Manhattan, 94 lbs.; Bronx, 60 lbs.; total, 156 lbs. Fish—Brooklyn, 11 lbs.; Manhattan, 7 lbs.; total, 18 lbs. Poultry and Game—Manhattan, 1,815 lbs.

### N. Y. MEAT GRADING CONFERENCE

The conference on the classification and grading of meats held in the Custom House on last Thursday brought together a representative gathering of livestock raisers, packers, livestock buyers, retailers and commission men to meet with government officials.

The object of the conference was to discuss the general scheme for the classification and grading of live calves and lambs as well as carcasses. A tentative description as to class and grade was given by the government officials, after which there were general discussions. The discussions indicated a great deal of interest in the subject.

In the evening a dinner was given at the Cafe Boulevard for the visitors from Washington. Among these were C. W. Kitchen, assistant chief of the Bureau of Agricultural Economics; W. C. Davis, marketing specialist; C. V. Whalin, chief of the division of livestock, meats and wool; L. V. Burke and C. E. Gibbons. In addition, the technical men from the New York office of the Bureau of Agricultural Economics, with their wives as well as the clerical personnel were present.

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending March 5, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	8,521	10,616	5,394	14,083
New York .....	1,217	8,177	22,526	7,166
Central Union .....	4,147	1,877	.....	27,089
Total .....	8,885	15,670	27,020	49,188
Previous week .....	8,941	12,513	27,070	43,982
Two weeks ago .....	8,190	11,554	28,635	49,916

### NEWS OF THE RETAILERS.

Paul Hansen, Holstein, Ia., has sold his meat market to C. W. Davis and Son.

L. F. Brown, Ireton, Ia., has sold his meat market to Leslie Harker.

M. Hebek and Son, Auburn, Ind., have sold their meat market to Guy Clement.

The Piggly-Wiggly store at Parsons, Kans., has added a meat market to its grocery business.

Cloutier Brothers will open a meat market at Argyle, Minn.

Peter Wood, Bronson, Minn., has sold his meat market to S. O. Olson.

Ben and Arnold Hollen have bought a meat market at Clinton, Minn.

Orville Dewers has bought the Quality Meat Market, Jackson, Minn.

The Cascade Meat Market and Grocery, Cascade, Wis., has been opened by Harry G. Koch.

Hopfensperger Brothers Inc. are erecting an addition to their Meat Market at 210 Main street, Menasha, Wis.

Grover Cooper has purchased an interest in the meat business of T. G. Carmody, Callaway, Nebr.

The Acme Market has been opened at 2911 Mission street, San Francisco, Calif.

The Kit Kat Market has been opened at 2761 Mission street, San Francisco, Calif.

Carl Birup, Junction City, Ore., has sold his interest in the meat business of Hansen & Birup to H. C. Hansen.

Charles B. Garner and Walter B. Sutton, Walla Walla, Wash., have purchased the meat and grocery business of I. W. Sims.

Frank Johnson and Chester Mayr have sold their meat business at 1383 Sandy boulevard, Portland, Ore., to W. L. Barzee.

C. H. Hill has engaged in the meat business at Index, Wash.

T. D. Plummer has purchased the meat business at 750 S. 38th street, Tacoma, Wash., from Frank Anselmo.

The Northwest Meat Co., Inc., Seattle, Wash., has been chartered with a capital of \$10,000.

I. W. Zink has purchased the meat business of A. A. Prentice, Turon, Kans.

Ed. L. Hoener has purchased the Carleton Market from Glenn Carleton, Stafford, Kans.

Jess Cole has opened a new meat market and grocery in Meeker, Okla.

C. V. Foster and Earl Hutchison have opened a meat and grocery business in Broken Bow, Nebr.

Edward Schweizer, of Aurora, Nebr., will open a meat market at 625 West First street, Hastings, Nebr.

Albert Zimmerman has purchased the West Side Market, 307 W. 31st street, Falls City, Nebr., from Ernest Ridgeway.

Cal. E. Simpson has become the sole owner of the Sanitary Market on West Third street, Alliance, Nebr.

Mr. and Mrs. R. S. Davidson of Truestal, Ia., have purchased a meat market at Ellsworth, Ia.

Joe Williams has purchased the Cash Meat Market from Chas. Davis, Bridgeport, Nebr.

C. F. Whittaker has sold his meat market in Red Wing, Minn., to Paul Eamer and Company.

The Holtz meat market has been opened on Mill street, Amherst, Wis.

R. Kemmer, Clintonville, Wis., has sold his meat market to Julius Frenzlow and Company.

Frank and Nic Beck, Jr., will open a meat market and grocery on Racine street, Menasha, Wis.

Julius Gaertner and John Prosen have bought the Lakeside Meat Market, 520 North Fourth street, Sheboygan, Wis.

James Howard has opened the Badger

March 12, 1927.

THE NATIONAL PROVISIONER

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For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE  
BAGS**

and

**SAUSAGE  
SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**

BOSTON

MASS.

**IMITATION MEATS**  
For window and counter displayFresh  
and  
Smoked  
Meats  
Cheese  
Butter  
etc.Perfect  
in  
every  
detail.  
Write  
for  
display  
circular**REPRODUCTIONS CO.**  
15 Walker St. New York, N. Y.

Meat Market at 328 Williams street, Waukesha, Wis.

J. W. Simmons, Wynne, Ark., has sold his meat market to J. W. Chandler and Art Chandler.

The Frick and Kill meat market, Elkhader, Ia., has been sold to Rehwedder and Katz.

B. W. Ehlers, Hampton, Ia., has sold his meat market to Charles Noite.

Ernest Bright has sold his interest in the meat market at Indianola, Ia., to his partner Dave Young.

Mrs. Ona I. Gaver will open the Gaver meat market on Third and Erie streets, Missouri Valley, Ia.

L. W. Stevens has sold his meat market at Rowan, Ia., to Mr. Johnson.

George W. Ebert has sold his grocery and meat market at Carlinville, Ill., to his son, Walter Ebert.

Charles Weborg has sold the Boulevard meat market 2949 Eighteenth street, Rock Island, Ill., to George A. Glass.

Charles Aldred has purchased the Marley Meat Market at Forest, Ind.

Lako Meat Market company Whiting, Ind., has been incorporated with a capital stock of \$10,000. Incorporators are John Butz, George Labrunov, John Tobias.

## A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies

Special attention given to cork and cement refrigerators

Cold storage installations and complete market equipment

### NEW YORK CITY

Salesrooms:  
425-435 E. 102nd St.Main Office and Factory:  
406 East 102nd St.  
Phone Atwater 0880 for all BranchesBronx Branch  
729 Brook Ave.

### Prevent the Growth of Mold on Meat Products by Sterilizing all Equipment with Kiorex

Kiorex, a powerful moldicide, sterilizer and deodorant, has enjoyed considerable use by the packers and jobbers of meat products. It is non-poisonous, odorless and economical. All germ life on equipment, walls and floors is instantly killed.

One gallon of Kiorex to ten gallons of water makes eleven gallons of a moldicide or Dakin's solution.

Write for free sample and prices

HOME CHEMICALS, INC.  
Sumner, Iowa

# KLOREX

DISINFECTS

Alfred J. Joas, Belding, Mich., has purchased the meat market of Ledger Brothers.

A. E. Bigot, Springfield, Minn., has sold his meat market to Wallace and Roderick Marron.

Carl Behnhoff, Oneida, S. Dak., has bought the Nelson Meat Market.

Fee and Everson have opened a new cash grocery and meat market in Park River, N. Dak.

J. J. Roberts has purchased the Dodge Meat Market in Cambria, Wis.

Emil Paulus is the new owner of the Cedarburg Meat Market, Cedarburg, Wis.

Harry Hanson has bought the Cash Meat Market in Eagle River, Wis.

J. Kaufman has opened a meat market in the Carmody building, Valley Junction, Iowa.

A partnership has been formed by Fred Stortz and Jacob Benhaus, London, Ohio. The two men have opened a meat market on West Second street.

Bishop & Company have established a meat market in the Bishop block, Walton, N. Y.

Michael's Cash Meat Market has been opened at 216 North Fourteenth street, Herrin, Ill., by Joe Michael.

The New Washington Meat Market of Snoqualmie, Wash., recently celebrated its opening.

John S. Kudla, who has been in the meat business for a number of years, has opened a new market on Twenty-first street, Newport Beach, Calif.

### GEO. KERN EMPLOYES ORGANIZE

The George Kern, Inc., Employees' Benefit Association, which was formed for the sole purpose of creating good fellowship among the employees and maintaining a sick benefit fund, was organized at a general meeting of the 350 employees on February 12th, at which time the following officers were elected: Honorary president, George Kern, Sr.; president Norman C. Plaatje; vice-president, Nicholas Albert; secretary, Joseph J. Gorman; corresponding secretary, Miss B. Halligan; treasurer, Mrs. Anna Fitz; assistant treasurer, Miss A. Joerner and executive committee, C. Bruns, chairman, F. Tansil, J. Bauer, J. Moosman, J. Russell, H. Staub and G. Cuthbert.

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 5, 1927, with comparisons, as follows:

	Week ending Mar. 5.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	7,630 1/4	7,935	7,507 1/4
Cows, carcasses	388	446	885
Bulls, carcasses	73	84	63
Veals, carcasses	12,514	12,886	10,968
Lambs, carcasses	19,807	21,071	26,952
Mutton, carcasses	2,303	3,218	2,981
Beef cuts, lbs.	226,000	205,289	204,888
Pork cuts, lbs.	1,234,170	1,136,917	1,009,788
Local slaughters:			
Cattle	9,167	9,228	9,560
Calves	15,024	12,708	13,145
Hogs	48,765	50,676	46,257
Sheep	53,802	54,256	45,721

## In Spices, too, the Best is the Cheapest J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

42 years reputation among packers for quality

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk	\$9.25@10.25
Cows, cutters	2.80@ 4.80
Bulls	6.90@ 7.25

## LIVE CALVES.

Calves, bulk	\$12.00@15.50
Calves, culs, per 100 lbs.	6.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, top	\$15.75@16.00
Lambs, bulk	14.00@15.50

## LIVE HOGS.

Hogs, heavy	\$12.35@12.50
Hogs, medium	12.65@12.75
Hogs, 180 lbs.	13.00@13.25
Hogs, 140 lbs.	13.00@13.25
Pigs, under 80 lbs.	@13.00
Good pigs	@13.00
Roughs	10.35@10.50
Good Roughs	10.75@11.00

## DRESSED HOGS.

Hogs, heavy	19 1/4@19 1/2
Hogs, 180 lbs.	17@20 1/4
Hogs, 160 lbs.	17@20 1/4
Pigs, 80 lbs.	17@21
Pigs, under 140 lbs.	17@20 1/4

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy	18 @20
Choice, native light	19 @21
Native, common to fair	16 @17 1/2

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	14 @15
Good to choice heifers	17 @18
Good to choice cows	12 @18
Common to fair cows	10 @11
Fresh bologna bulls	11 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	26 @28
No. 2 ribs	18 @20	23 @25
No. 3 ribs	16 @16	18 @22
No. 1 loins	20 @30	33 @35
No. 2 loins	25 @27	27 @30
No. 3 loins	22 @24	23 @25
No. 1 hinds and ribs	19 @21	24 @27
No. 2 hinds and ribs	17 @18	21 @23
No. 3 hinds and ribs	14 @15	17 @20
No. 1 rounds	16 @16	16 @17
No. 2 rounds	15 @15	14 1/2 @15
No. 3 rounds	14 @14	14 @15
No. 1 chuck	14 @15	15 @16
No. 2 chuck	12 @13	13 @14
No. 3 chuck	11 @11	11 1/2 @12
Bolognas	@ 6	12 @13
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	50 @60	
Shoulders, ciold	10 @11	

## DRESSED CALVES.

Prime	24 @25
Choice	20 @23
Good	19 @20
Medium	17 @19

## DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	29 @31
Good lambs	28 @29
Lambs, poor grade	26 @27
Sheep, choice	18 @18
Sheep, medium to good	15 @16
Sheep, culs	8 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	28 @26
Hams, 12@14 lbs. avg.	24 1/2 @25 1/2
Picnics, 4@6 lbs. avg.	17 1/2 @18
Picnics, 6@8 lbs. avg.	17 @17 1/2
Rollettes, 6@8 lbs. avg.	18 1/2 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	28 @20
Bacon, boneless, city	24 @25
Pickled bellies, 8@10 lbs. avg.	20 1/2 @21

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	25 @26
Pork tenderloins, fresh	50 @52
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs. avg.	19 @20
Butts, boneless, Western	26 @27
Butts, regular, Western	24 @25
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Hams, city, fresh, 6@8 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	16 @17
Leaf lard, raw	14 @15

Western, 43 to 47 lbs. to dozen, lb.	51
Western, 36 to 42 lbs. to dozen, lb.	52
Western, 31 to 35 lbs. to dozen, lb.	53
Western, 26 to 30 lbs. to dozen, lb.	54

Fowls—frozen—dry packed—prime to fcy.—12 to box	
Western, 60 to 65 lbs., lb.	32 @34
Western, 55 to 59 lbs., lb.	31 @33
Western, 43 to 47 lbs., lb.	29 @31
Western, 30 to 35 lbs., lb.	28 @30

Ducks— Long Island, No. 1, bbls.	25 @30
-------------------------------------	--------

Squabs— White, 11 to 12 lbs. to dozen, per lb.	60 @70
Prime, dark, per dozen	3.50@4.50

## LIVE POULTRY.

Fowls, colored, per lb., via express	32
--------------------------------------	----

Geese, swan, via freight or express	11
-------------------------------------	----

Turkeys, via express	30
----------------------	----

Pigeons, per pair, via freight or express	33
---	----

Guineas, per pair, via freight or express	40
---	----

## BUTTER.

Creamery, extras (92 score)	50 1/2
Creamery, firsts (90 to 91 score)	50
Creamery, seconds	48 @48 1/2
Creamery, lower grades	46 1/2 @47 1/2

## EGGS.

Extras, per dozen	28
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Extra firsts	26 1/2 @27 1/2
--------------	----------------

Firsts	24 1/2 @25 1/2
--------	----------------

Checks	21 1/2 @22 1/2
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## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, delivered per 100 lbs.	2.50
---	------

Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	2.50
--	------

Blood, dried, 15-16% per unit	4.35
-------------------------------	------

Fish scrap, dried 11% ammonia, 15% B. P. L.	nominal
---	---------

Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	nominal
---	---------

Soda Nitrate, in bags, 100 lbs. spot.	2.07
---------------------------------------	------

Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.15 & 10
---	-----------

Tankage, unground, @10% ammonia	3.65 & 10
---------------------------------	-----------

## PHOSPHATES.

Bone meal, steamed, 3 and 50 bags, per ton	31.00
--	-------

Bone meal, raw 4 1/2 and 50 bags, per ton	33.00
---	-------

Acid phosphate, bulk, f.o.b. Baltimore, per ton, 18% flat	9.00
---	------

## POTASH.

Manure salt, 20% bulk, per ton	11.70
--------------------------------	-------

Kalnit, 12.4% bulk, per ton	8.70
-----------------------------	------

Muriate in bags, basis 80%, per ton	33.50
-------------------------------------	-------

Sulphate in bags, basis 90%, per ton	45.00
--------------------------------------	-------

## BEEF.

Cracklings, 50% unground	1.15
--------------------------	------

Cracklings, 60% unground	1.25
--------------------------	------

50%	67.50
-----	-------

927.

@31

@29

@27

o box:

@34

@33

@31

@30

@30

@70

@4.50

@32

@11

@30

@55

@60

@50 1/2

@50

@48 1/2

@47 1/2

@29

@27 1/2

@25 1/2

@22 1/2

3 2.50

3 2.50

3 4.85

nal

& 10c

nal

@2.67

& 100

& 10c

3 31.00

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